



FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

ORGANIZED 1855



GIRARD INSURANCE COMPANY OF PHILADELPHIA, PA.

ORGANIZED 1853



NATIONAL-BEN FRANKLIN INSURANCE COMPANY OF PITTSBURGH, PA.

ORGANIZED 1866



MILWAUKEE INSURANCE COMPANY OF MILWAUKEE, WIS.

ORGANIZED 1852



ROYAL GENERAL INSURANCE COMPANY OF CANADA

ORGANIZED 1906



THE METROPOLITAN CASUALTY INSURANCE COMPANY OF NEW YORK

ORGANIZED 1874



COMMERCIAL INSURANCE COMPANY OF NEWARK, N. J.

ORGANIZED 1909



PITTSBURGH UNDERWRITERS

KEYSTONE UNDERWRITERS

LOYALTY GROUP

Home Office: TEN PARK PLACE, NEWARK 1, NEW JERSEY

Western Department: 120 South La Salle Street, Chicago 3, Ill.

Pacific Department: 220 Bush Street, San Francisco 6, Calif.

Southwestern Department: 912 Commerce St., Dallas 2, Tex.

Canadian Departments: 800 Bay Street, Toronto 2, Ontario
535 Homer Street, Vancouver 3, B. C.

Foreign Departments: 102 Maiden Lane, New York 5, New York
206 Sansome St., San Francisco 4, Calif.

N.A.I.A. Executive Committee Takes Up Many Problems

To Help Fight Compulsory Plans, and Highway Safety; 1954 Meeting to Chicago

BY KENNETH O. FORCE

NEW YORK—Material and data for combating the threat of compulsory automobile insurance plans and to assist in alleviating the serious highway accident problem will be made available shortly to state associations, it was announced by Walter M. Sheldon, Chicago, president of National Assn. of Insurance Agents, following the meeting of its executive committee here.

The committee has accepted the invitation of the Chicago Board and Illinois Assn. of Insurance Agents to hold the 1954 annual convention of N.A.I.A. at Chicago.

The committee also discussed the 1953 annual convention, scheduled for Sept. 28-Oct. 1 at Washington, D. C., which early reports indicate may well be the largest convention ever held by the national association.

The midyear meeting of the national board of state directors will be held in conjunction with the Southern Agents Territorial Conference at Hollywood, Fla., April 30-May 2. The executive committee will meet prior to that on April 27-29.

The executive committee also discussed multiple peril policies, at which time Arthur M. O'Connell, Cincinnati, chairman of the N.A.I.A. property committee, gave his views. In addition, Milton Mays of Insurance Executives Assn. discussed recent actions in this field, with particular reference to the broad form dwelling policy recently approved by Pacific Board.

R. E. Battles, Los Angeles, who had much to do with getting this form adopted on the coast, explained that the form, while not perfect, is much better than any other available today.

Mr. Mays also discussed in a general way the present status of federal crop insurance.

Robert Maxwell, Texarkana, indicated that from his knowledge of conditions it is possible to predict that if private insurance carriers could and would provide the coverages necessary there would be no need for federal crop insurance.

Mr. O'Connell said it was the sincere hope of the agency forces that private insurance would take this opportunity to reverse the trend of federal encroachment into the insurance business by providing the facilities to write crop insurance.

At the direction of the executive committee, the property insurance committee will concentrate its main efforts for the coming year on (1) multiple peril policies, which general subject shall be interpreted to include not only the package policy recently adopted by Empiro but such forms as the additional extended coverage endorsement, the Pacific Coast dwellings broad form and any other devices de-

Pansing Named Neb. Insurance Director; Succeeds Laughlin

Thomas R. Pansing, Lincoln attorney, has been named insurance director of Nebraska by Gov.-elect Robert Crosby. Mr. Pansing is 38 and directed Crosby's Lincoln headquarters during the campaign.

He will succeed Loren Laughlin who was appointed several months ago by Gov. Val Peterson, to succeed Bernard R. Stone, resigned.

Whether Pansing will get the present \$5,000 salary or \$6,500 will depend on a state supreme court decision. Laughlin brought action to force payment of the higher figure. The state auditor has refused to approve vouchers for the increase. The case will come up in January.

Mr. Pansing served on the Lincoln city council 1947-1951 and was vice chairman the second two years. He was named "outstanding young man of 1948" by the Lincoln Junior Chamber of Commerce.

Mr. Laughlin has told him, Mr. Crosby said, that "he will before long accept private employment of a responsible nature and I have thought it better to begin my term with a director for this important department whose tenure was permanent in nature."

Ky. Leaders to Meet

The new executive committee of Kentucky Assn. of Insurance Agents will hold its first meeting at Louisville Dec. 17. Charles H. Moore, Bowling Green, is chairman of the committee.

signed to provide coverage for multiple perils; (2) a continuing study of the possible effects of installment payment of premium plans, annual renewal plans and any revision of the term rule.

The property insurance committee has also been assigned the responsibility of following through and conferring, when necessary, on the many facets of the crop insurance problem.

L. E. Woodbury, Jr., Wilmington, N. C., in discussing multiple peril policies, pointed out that the major portion of the premium reduction came out of the agent's pocket and the trend should be watched carefully.

Kenneth Ross, Arkansas City, Kan., discussed the possible need for amendments to agency contracts in view of the problems raised by the installment payment of term premiums. After reviewing the subject the committee indicated it would continue to study the problem.

The question was raised whether the filing of the New Hampshire Board for a revision of the term rule was a trial balloon. Mr. Mays indicated it was not a trial balloon but was an independent action on the part of the New Hampshire rating bureau. Mr. Mays also informed the executive committee that "our studies of this term rule problem are continuing."

Russell M. L. Carson, Glens Falls, N. Y., gave an interim report to the committee on the work of the special committee on commissions, of which he is chairman.

Arthur L. Schawb, Tompkinsville, N. Y., chairman of the agency management committee, reported on the recent activity of his committee.

U. S. Supreme Court Denies Rehearing in Ohio Motors Case

The U. S. Supreme Court Monday denied the petition of General Motors for a reconsideration of the court's refusal to review the decision of the appellate court in the famous and important Ohio auto dealer licensing case. This decision has been followed with the utmost interest throughout the country and will undoubtedly have a big effect on agents qualification legislation in other states. The Ohio authorities denied licenses to auto dealers on the ground that as vendors they had more than half of their business under control. The unusual feature in Ohio is the inclusion of "vendor".

Incidentally, it has become known that the Ohio department recently challenged a building and loan agent in Cincinnati under this vendor provision and has put that agent on warning.

Rhode Island Is Officially Insolvent

No objection was raised when Judge Patrick P. Curran of Providence superior court issued a decree Monday adjudicating Rhode Island Ins. Co. to be insolvent. Thomas J. Meehan, Rhode Island director of business regulation, was named receiver and was told to start selling assets, paying liabilities and take other such steps as necessary for orderly liquidation.

Mr. Meehan had asked for the formal declaration of insolvency in a petition filed Nov. 13. The company was originally petitioned into receivership July 7, 1950, but at that time it was represented as being solvent and in need only of court supervision.

Although notices were sent to all parties interested in the proceedings, no one appeared in court to question the formal declaration of insolvency. Edward Winsor of Edwards and Angell, one of the attorneys for the receiver, recited some of the financial highlights of Rhode Island in a statement to Judge Curran. Reading from the company report for the six months ended June 30, he said a \$914,032 deficit was shown in the surplus, while in previous reports the account had a plus figure.

The main factor, Mr. Winsor said, in the company's insolvency was a devaluation of certain notes of Pioneer Equitable that were held by Rhode Island. The total due on the notes, if collectible, was \$946,790, but as of June 30 they were listed at \$150,000.

Mr. Winsor said the notes provide for suspension of any payments of principal and interest whenever payments of dividends on class A preferred stock of Rhode Island was in default unless the stock should be redeemed. It would not be possible to make any payments on the stock or redeem it, Mr. Winsor said, and as yet there has been no settlement on the notes.

Elect at Louisville Jan. 14

The Louisville Board will hold its annual meeting Jan. 14.

Deaths of insurance men are to be found on page 28, where they are continued from page 17, and on page 8.

Atmosphere of Calm, Relaxation Marks N.A.I.C. Convention

Few Pressing Problems, Many Candidates for Passe Club Membership

BY LEVERING CARTWRIGHT

NEW YORK—The convention here this week of National Assn. of Insurance Commissioners was the lame duckiest since St. Petersburg, Fla., in 1932. That communicated to the proceedings an inattention that was far from unwelcome to the tillers of the industry vineyards that have had to deal with supercharged sessions and pressing problems ever since the 1944 decision of the U. S. Supreme Court in the S.E.U.A. case. Besides the fact that there was such a large number of moribund commissioners around, there were few matters that were crying for attention and all in all this convention was a "sleeper."

One of the busiest men during the week was Guy Ferguson, the prominent Chicago placement company head, who was being consulted by deputies and other department personnel and maybe even a commissioner or so from those states where Nov. 4 spelled change.

The week was saddened by the death at the Roosevelt hotel at 4 a.m.

N.A.I.C. JUNE DATE SET

At the N. A. I. C. executive committee meeting Sunday afternoon, it was announced that the dates for the 1953 annual meeting at the St. Francis Hotel at San Francisco have been officially set for June 7-11. The dates and hotel for December, 1953, at Miami Beach have not been settled.

The chamber of commerce of Lake Placid, N. Y., which had offered an invitation for the June, 1954, meeting, advised that Lake Placid is not available after all. If there are no other bids, the plan is to go to Chicago at that time. The invitation of Las Vegas, Nev., for December, 1954, is still under consideration.

Commissioner Navarre of Michigan said there is a possibility Detroit may come forth with an invitation for the June, 1954, meeting. He suggested that the dates and times for both the annual and midyear meetings be changed. The usual June dates conflict with school graduations and come at a time when there is a lot of pressure from other compelling business. The winter meeting comes too close to Christmas, he said.

Tuesday of W. W. Hamilton, who was executive manager of Chicago Board of Underwriters and Illinois Assn. of Insurance Agents and who had been mentioned as a possibility for appointment as Illinois insurance director. He had a heart impairment and had been required to be away from his work for several months recently. This was suggestive of other deaths in recent years during the period of N.A.I.C. conventions—that of Martin Holohan, chief examiner of the Illinois department at Swampscott, and Al Butler of Corroon

(CONTINUED FROM PAGE 24)

Suggests Exploring Idea of National Underwriters Group

Bowersock Indicates Need in Talk at Annual E. U. A.

Gathering; Is Reelected

NEW YORK—Donald C. Bowersock, president of the Boston, and head of Eastern Underwriters Assn. will ask the executive committee to explore the idea of E. U. A. becoming part of a national underwriters' association. He indicated this in his presidential address at the annual E. U. A. meeting here, where he was reelected president.

Some of the problems he mentioned as pointing to the possible need of such an organization are overlapping jurisdiction; priority of filings under two rating laws, fire and casualty; divisibility of premiums reported for assessment purposes; developing adequate statistics for experience, and the checking of multiple line rate levels and forms in the fire insurance rating organizations.

More than 300 members and guests attended the meeting. Mr. Bowersock, Vice-presidents Harry W. Miller, U. S. manager of Commercial Union, and John Glendening, vice-president of Home, were reelected, as was F. Elmer Sammons, president of Hanover, as treasurer.

The questions posed by multiple line and other developments in the business, present and future, suggest that

E. U. A. consider its future in relation to the broad general picture of the business as it is unfolding, Mr. Bowersock said. Any action of member companies may be national in effect since of necessity it must deal with insurance in all its phases irrespective of the artificial barriers of the past. Insurance can no longer be successfully broken up into fire, automobile, inland marine and casualty. It cannot be circumscribed by imaginary geographical barriers calling for different treatment of fundamental problems common to all states and all classes.

The entire subject should be studied from an association level. An objective solution should be sought that is supported by facts with full recognition of the need for serving the public and the membership without doing violence to those in production nor to those factors which may have real territorial significance. Also, problems cannot be overlooked that are peculiar to other classes of insurance currently being reviewed by members of E. U. A. in their capacity as members of other advisory and service organizations.

A national underwriters' association would conduct appropriate research on subjects now being considered at regional level, he pointed out. It could evolve appropriate recommendations within the area of present objectives and purposes of the association. A national association could encompass proper research and exploration for all classes of business, eliminating much duplication by committees and staffs of other organizations that have memberships substantially the same as E. U. A.

Such research would be to arrive at what is best for the business and the insuring public and be first concerned with special interests of the particular

(CONTINUED ON PAGE 22)

F. J. Breen, National Union Veteran, Is to Retire on Jan. 1

F. J. Breen, secretary of National Union group, on Jan. 1 will retire under the company's retirement plan after 48 years in the insurance business.

Mr. Breen graduated from Heffley Institute in Brooklyn and began his insurance career in 1904 with Home Life of New York. Two years later he switched to fire insurance, joining the National Board, and he was with that organization for more than 20 years. In 1927, he joined National Union as assistant to the then president, E. E. Cole, and the next year he became secretary and also vice-president and a director of Birmingham Fire.

Mr. Breen has served under four presidents of National Union, Mr. Cole, J. M. Thomas, Henry A. Yates, and W. A. Rattelman. Although he never was a field man, for years he was the one at National Union who handled most of the field men's problems.

After remaining in Pittsburgh for a short while, Mr. Breen will locate somewhere in New Jersey.

London Lloyds Officials Confer at Chicago on Handling Ill. Business

A delegation of London Lloyds representatives from the head office at London was in Chicago several days conferring, it is understood, on the handling of Illinois business in view of the death of David J. Kadyk. Also there were rumors that plans were under discussion for establishing reinsurance facilities of Lloyds on a basis that would not cause reinsured to suffer by virtue of the new N.A.I.C. regulation disallowing premium reserve credit for reinsurance with Lloyds.

Those conferring were Sir Philip D'Ambrumenil, former chairman of Lloyds; W. J. L. Bennett, clerk for the committee and George Thomson, member of the committee.

Mr. Kadyk, of the Chicago law firm of Lord, Bissell & Kadyk, which is Illinois attorney-in-fact for Lloyds, kept close tab on Illinois business and was highly important in the relations between Lloyds and the Illinois representatives.

New Minn. Service Office

Aetna Fire has opened a service office at Duluth handling northern Minnesota with Donald R. Martin, special agent, in charge. Loss notices and adjustments will be handled out of the Minneapolis office as before.

Day to Prudential Feb. 1 as Associate General Solicitor

Appointment of J. Edward Day, director of insurance of Illinois, as associate general solicitor of Prudential is announced by Carrol M. Shanks, president, effective Feb. 1.

Mr. Day will occupy a key post in Prudential's law department which is headed by Sylvester C. Smith, Jr., general counsel.

Prior to becoming insurance director in Illinois Sept. 1, 1950, Mr. Day served 18 months as legal and legislative assistant to Governor Stevenson.

A graduate of University of Chicago, he received a law degree cum laude from Harvard law school in 1938. He practiced law in the Chicago firm of Sidley, Austin, Burgess & Harper until the second-war. After four years as an officer in the navy, he returned to his Chicago law firm. He is chairman of the midwestern zone of the National Assn. of Insurance Commissioners and vice-chairman of the N.A.I.C. life committee.

LATE NEWS FLASHES

Harry F. Ogden, executive vice-president of U.S.F.&G., will retire Jan. 1. He was president of Fidelity & Guaranty before its merger with U.S.F.&G. Vice-president Frank F. Dorsey succeeds him as head of the U.S.F.&G. fire and marine department. Sam G. Browning, assistant secretary, has been elected assistant vice-president to assist Mr. Dorsey.

Bar Assn. of the City of New York has adopted the report of the automobile insurance committee, previously reported, which opposed compulsory and favored impoundment.

Corroon & Reynolds Corp. has declared a semi-annual dividend of 22.5 cents, payable Jan. 2 to common stock of record. The previous rate was 20 cents.

The report of the N.A.I.C. subcommittee on cost and profit factor for casualty lines, made in New York this week, reaffirms its position enunciated April 17 this year. That position was neither to approve nor disapprove the 5% profit factor asked by the insurers.

Allenbaugh T. H. Deputy

Carl J. Allenbaugh, who was just recently named to the civil service post of deputy insurance commissioner of Hawaii, attended the N.A.I.C. convention at New York. He had been with Prudential many years.

New N.A.I.A. Executive Group at Work



The new executive committee of National Assn. of Insurance Agents held its first meeting last week in New York. Left to right are: Louie E. Woodbury, Jr., Wilmington, N. C.; Kenneth Ross, Arkansas City, Kan.; Joseph A. Neumann, Jamaica, N. Y.; E. J. Seymour, vice-president and chairman of the executive committee, Monroe, La.; Walter M. Sheldon, president, Chicago; Robert Maxwell, Texarkana, Ark.-Tex.; Robert E. Battles, Los Angeles; Ralph D. Callister, Salt Lake City; John F. Neville, executive secretary and general counsel.

INSURANCE AND REINSURANCE

Effected at



SURPLUS LINES

EXCESS LINES

PROBLEM RISKS

UNUSUAL RISKS

World-wide Facilities

Cable Address

LUTIDINE—Chicago

Telephone

Webster 9-5777

TWX CG 1849

Aircraft
Casualty
Chattel Mortgage
Earthquake
Errors and Omissions
Fire: Excess or Primary
Hand Disablement
Libel
Liquor Liability

Live Stock Mortality
Malpractice
Motor Truck Cargo
Personal Accident
Public Liability
Reinsurance
Replacement (Depreciation)
Valuable Papers
Valued Use and Occupancy

Write for booklet which describes all facilities available to your Business accepted only from Agents, Brokers and Insurance Companies. No direct business.

Inquiries Invited

STEWART, SMITH (ILLINOIS) Inc.

BOARD OF TRADE BUILDING 141 W. JACKSON BLVD. CHICAGO, ILLINOIS

Principal Offices:

LONDON
MONTREAL

SYDNEY
GLASGOW

NEW YORK
HONG KONG

TORONTO
CHICAGO

Chubb & Son New Broad Dwelling Form Replaces Combined Additional Coverage

Chubb & Son has announced a new, broad dwelling and contents form, which already has been approved in a number of states. It replaces the combined additional coverage which the group issued before the additional extended coverage was promulgated.

In substance, the form combines fire and lightning, extended coverage and the combined additional coverage in one. It is not necessary to attach a dwelling form and A.E.C. to the fire policy, as is the case with most of the other coverages of this sort.

The fire and E.C. rate is charged for the new form plus 8 cents for the additional features. This compares with the old combined additional coverage rate of 10 cents on top of the fire and E.C. rate. The A.E.C. rate is 4 cents.

States in which the form has been approved are Colorado, Connecticut, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Oklahoma, Pennsylvania, Rhode Island, South Dakota, Tennessee and Wisconsin. There are certain variations to accord with particular statutes.

A comparison of the new form with fire, E.C. and A.E.C. of the fire rating bureaus shows some of the features of the Chubb & Son form not in the bureau form. The Chubb form has no electrical exemption clause in the fire and lightning cover. Losses to interior of building or contents by wind driven sand, dust or hail are insured even though not entering the building through openings caused by wind or hail.

The Chubb form does not exclude damage to property owing to change in temperature or interruption of operations from riot or civil commotion. Under aircraft and vehicle cover, the Chubb form includes coverage on fences and does not require actual physical contact of vehicle with building or property damaged. Consequently damage caused by stone flipped by a vehicle is covered.

Wilful and malicious physical damage to insured property is interpreted to include contents, though the damage is part of pilferage, theft, burglary or larceny. There is no 30 day vacancy warranty.

Rain is covered, along with damage that results from intentional felling, topping or trimming of trees. Earthquake is covered.

The Chubb form covers all water damage, excluding flood, etc., seepage through basement floors or walls below the level of the ground and backing up of sewers from a cause away from insured's premises. Thus the coverage includes water coming through the roof, walls, windows, doors or backing up under the eaves and rain coming down a slope into basement windows. It has no heating or occupancy provisions nor exclusion of damage to heating systems or domestic appliances unless first damaged due to some other peril. The cover includes expenses incurred to get to the source of the water leak.

Snow, ice, freezing and sleet are covered without restriction as to how the damage was caused and there is no warranty regarding heating and occupancy. Losses caused by the alternate thawing and freezing of snow or ice would be covered.

Glass breakage includes chandeliers, mirrors and other glassware as insured either by the building policy or contents insurance. There is no warranty regarding vacancy.

Fracturing, cracking, burning or bulging, rupture or bursting of steam boilers or steam pipes or hot water

heating systems are covered without any limitation as to cause.

The sudden collapse of buildings is covered without restriction to only floors, walls or roofs. Porches, steps

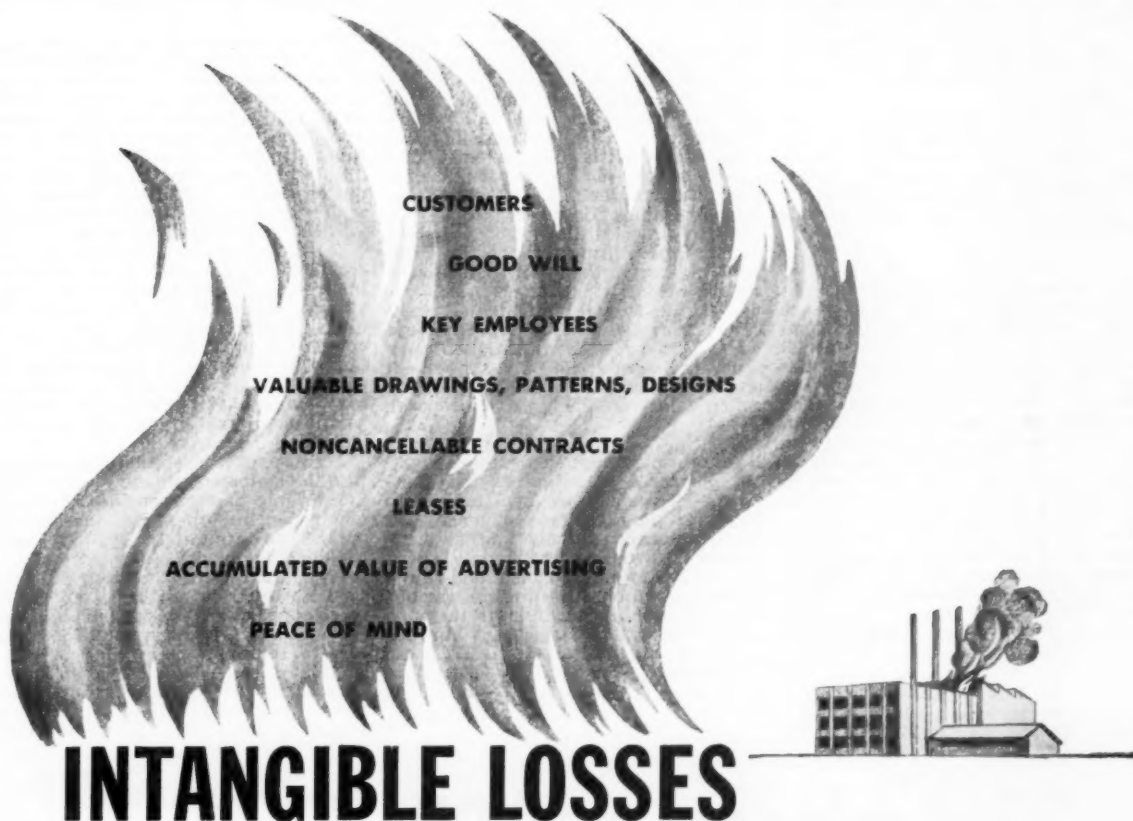
and chimneys which collapse would therefore be covered.

The Chubb & Son \$50 deductible applies to any one occurrence, not to each occurrence or each item of insurance. The deductible is applicable to wilful or malicious physical damage, rain, falling trees or limbs, earthquake, water damage, snow, ice, freezing and sleet, glass breakage, the fracturing, etc. of steam boilers, etc., and collapse. The deductible applies to vehicle dam-

age only when the vehicle is operated by insured, a member of his family, or a tenant of the property.

Mid-Year Meet at Wichita

Kansas Blue Goose will hold its mid-year meeting at Wichita Jan. 14. The annual meeting in May will be held at Lake Taneycomo, Mo., along with the annual meetings of Kansas Fire Underwriters Assn. and Kansas Fire Prevention Assn.



can take a greater toll!

When a business suffers a serious fire, insurance usually compensates for the *tangible* losses. It's the *intangible* losses that really hurt—and fire records show that in many cases they take an even greater toll!

Intangible assets either cannot be or seldom are insured, yet they can go up in smoke just as easily as your tangible assets. Your surest protection against such losses is to safeguard your tangible assets against destruction by fire.

Thousands of concerns throughout the United States have taken this precautionary action through use of ADT Central Station Fire Protection Services to detect and report fires *automatically* before they can reach dangerous proportions.

May we explain how these services can be applied to protect your property and profits?



Controlled Companies of

AMERICAN DISTRICT TELEGRAPH COMPANY

Executive Offices: 155 Sixth Avenue, New York 13, N. Y.

A N a t i o n w i d e O r g a n i z a t i o n



s held its
bury, Jr.,
Neumann,
executive
ert Max-
Callister,
el.

Ponder Effect of Blanks Committee Report on Excess of Loss Reinsurance

NEW YORK—North America and other interests that favor single line reporting of excess loss reinsurance in the annual statement blank were pondering Tuesday how to proceed to combat the report of the blanks subcommittee of H.G.I.C. recommending that after Jan. 1, 1953, no company be permitted to report such business in this way. For next year such method of reporting may be used by an insurer that in the past has done so. After Jan. 1, 1953, according to this report, the business will have to be shown by lines of coverage.

The committee did sandwich into its report the statement that there is need for a study on the desirability, feasibility and necessity of making fundamental changes in the statement blank to record properly the new multiple peril policies.

The committee concluded that at this time excess of loss reinsurance doesn't constitute a sufficiently different class of business to warrant special handling in the blank. Most companies have had little trouble in complying with the present requirements. The committee said the creation of an American market to accommodate the future growth of multiple line excess of loss reinsurance is not dependent to any great extent upon how such business shall be presented in the blank.

The companies mainly concerned, according to the committee, are North America, American Mutual Reinsurance and Excess Reinsurance Assn. North America was the original proponent of the proposal. At the October

meeting at Chicago, according to the report, there was developed for the first time the "rather curious fact" that while this proposal was originally made on Nov. 5, 1951, and even though N.A.I.C. had not officially approved the request, by the time the 1951 annual statements were filed, North America submitted these statements, showing on a separate line "treaty reinsurance" in an amount in excess of \$29 million. The subcommittee was advised by North America that only about 10% of this total was of the type under discussion and that the other 90% was principally treaty quota share reinsurance. Certain miscellaneous other items were also included. The excess of loss reinsurance included in this total was less than 2½% of the total premiums for the group.

North America did not contemplate, at this time, raising the question as to whether treaty quota share reinsurance should also be shown as a separate line in the annual statement. It indicated, however, that the present plans were to show such reinsurance on a separate line in its 1951 and subsequent annual statement regardless of the action taken on the present proposal.

American Mutual Reinsurance could be considered as acting as the manager of a reinsurance pool formed to facilitate the exchange of excess of loss reinsurance among mutual companies. It usually retains only about 10% of this type of business and retrocedes the other 90% to the various companies ceding business to it.

Most contracts issued by Amreco

covering excess of loss reinsurance require the direct writer to accept retrocessions from Amreco, if the direct writer is to cede to it.

This company has, for at least the past five years, been reporting excess of loss reinsurance on a separate line in the annual statement, showing approximately \$4½ million gross for this type of premium in 1951. The subcommittee was advised that most companies assuming this type of business from Amreco were following the same procedure.

The proponents of the proposal suggest that it should be adopted because of loss reinsurance is a distinctive type or kind of business and requires special handling, its expense ratio is different and hence combining it with other coverages produces a distortion, it has a different loss potential and hence requires special handling. Because of widely fluctuating losses it needs special loss reserves. Combining it with other covers without the special loss reserves, would produce a distortion in the loss ratios. Excess of loss reinsurance contracts usually provide for multiple peril coverage, and have a composite premium. Therefore it is impossible to allocate the premium by coverage, and to do so is an unnecessary expense and a waste of time as the results, at best, must be arbitrary and inaccurate.

Because of the special characteristics, the statement should clearly show the volume of such business assumed and ceded, in order that the departments can accurately evaluate each company's solvency.

It is unnecessary, undesirable and pointless for a reinsurer to put excess of loss premiums into schedule P, as it is not only inaccurate, but meaningless to set up a percentage of these premiums as a schedule P loss reserve. This is true regardless of the method used in quoting the premiums for such coverage, i.e., net rate or flat rate with commission.

Commercial Phd Rates Are Reduced in Ga.

The Georgia department has approved a rate decrease of approximately 5% on commercial vehicle physical damage rates as filed by N.A.U.A. Comprehensive and fire and theft rates have been reduced 13% on local hauling vehicles.

Commercial local hauling collision premiums have been reduced for the \$50 deductible group and increased for higher deductibles, with an average effect of a 3% reduction.

There is a slight reduction also for commercial long distance hauling rates with no change in intermediate hauling rates on fire, theft and comprehensive.

Intermediate and long distance hauling collision premiums are unchanged, but increases are effective on truck-type tractors and on higher valued commercial vehicles.

Stryker Now Consultant

Everett S. Stryker has resigned as general manager of Loyds Fire & Casualty and vice-president of North American Assurance of San Antonio, and has opened an office at Dallas as systems consultant for fire and casualty insurance companies. He was formerly comptroller and assistant treasurer of Midwestern at Oklahoma City and earlier was assistant comptroller of Factory Insurance Assn. and assistant secretary of Loyalty group at Newark. He is past president of Insurance Accountants Assn., and during the war served on the committee representing the stock companies on WDC accounting and statistical procedures.

H. H. Petershagen Sons, Everett, Wash., agency, has purchased the Claude Gallup agency there.

20% Public Housing Range But PHA Still Wants Valued Policy, No Coinsurance

Insurers and local agents are following with interest developments in the low cost field, now that the public housing administration has revised its low rent housing manual's section on bidding. This revision softens considerably the insurance regulations of PHA to allow a bid to be accepted that is "reasonably within range" of the lowest net cost.

That range is defined as 20%. Previously it is reported that most of this business went to mutuals whose dividend record was taken as an indication of what they would pay on the housing insurance.

However, PHA still is insisting on elimination of the coinsurance clause and on a valued policy, and these matters have not yet been thoroughly thrashed out. In connection with coinsurance, if there were a loss and insurance was not up to the coinsurance requirements, PHA would have to seek its share of the loss from Congress, and this it does not want to do.

State Secretaries on Hand

Several secretaries of state agents' associations attended the National Assn. of Insurance Commissioners convention at New York this week as observers. These included Sherman Otstot of North Carolina, W. W. Hamilton of Illinois, Lloyd Greer of New Hampshire, Jack Mayer of New York, Ted M. Gray of Ohio, George DuR. Fairleigh of Georgia, Thomas Johnson of Florida and Clant Seay of Mississippi.

A. A. DeVoto Misquoted

In a report of the fall dinner meeting of Southern California District of Insurance Brokers Assn. of California, THE NATIONAL UNDERWRITER stated that President Albert A. DeVoto said the commission problem should be solved on a state level basis through legislation and that brokers should be considered in handling the matter. In reality, Mr. DeVoto made no recommendation that state level legislation be used on the commission problem, although he did recommend that brokers be consulted in any commission decision. He read a resolution adopted at the Eastern Underwriters Assn. meeting in which additional legislation at the state level on commissions was suggested.

W. P. Huffman, retired former state agent of National Fire, has left Louisville to make his home at Virginia Beach. He is a native of Virginia.

BOND MEN UNDERWRITERS SPECIAL AGENTS

A number of top positions open with two of the best companies in the bond field. 3-10 years experience required. Choose locations. Age 24-40, company pays own fee.

FERGASON PERSONNEL

330 South Wells St.

Chicago 6, Ill.

What calendar are YOU selling by?



Check over the policies you wrote just a few years back. Do they still afford your insureds ample protection, now that \$1,000 buys only a fraction of what it used to buy? You may find that most of those policies should be rewritten to provide adequate coverage today. Call on Dubuque F & M—an old established multiple line company—for any help you feel we may give you. Your immediate inquiry will be welcomed!

DUBUQUE FIRE & MARINE

Insurance Company.

DUBUQUE, IOWA ★ MULTIPLE LINE FACILITIES

Range
Valued
nce

are follow-
ents in the
the public
revised its
section on
ns consider-
ons of PHA
oted that is
of the low-

20%. Pre-
most of this
whose divi-
n indication
n the hous-

nsisting on
ance clause
these mat-
thoroughly
with coins-
ross and in-
coinsurance
ave to seek
ngress, and

Hand

ate agents'
e National
ioners con-
s week as
Sherman
W. Ham-
er of New
New York
George DuR
as Johnson
of Missis-

ed

anner meet-
District of
California.
stated that
o said the
be solved
gh legisla-
ld be con-
ter. In re-
recom-
legislation
a problem,
that brok-
mission de-
on adopted
ters Assn.
legislation
ssions was

former state
left Louis-
t Virginia
rginia.

RS
NTS

with two
ond held.
d. Chose
pays out

NNEL
ago 6, Ill.

Questionable Fires Increasing; E. C. Niver Warns Adjusters to Be on the Alert

NEW YORK—Questionable fire losses steadily are increasing in the New York City area, E. C. Niver, secretary of New York Board, told a regional meeting of National Assn. of Independent Adjusters here. As supply exceeds demand, there will be more of this kinds of loss, and it is paramount that adjusters be carefully trained and prepared to handle such losses.

The questionable losses are increasing even though reports coming from authorities may not so indicate, he said. This is because 25 to 30 years ago arson was committed largely by professionals who used special kinds of equipment so that often considerable evidence of incendiarism was found. In the cases today there is seldom any physical evidence of incendiarism and in most cases those involved have never had a previous fire. Consequently, the adjuster must be more alert and spend more time in preliminary investigation than perhaps heretofore was the case.

Many younger adjusters have not had the experience and are not getting the proper training to cope with these situations, he said. Of course, only a very small proportion of losses are questionable, and an adjuster must be taught to identify them and to handle them in an entirely different manner from that which he uses in dealing with claims where there appears to be no question as to the origin or character of claim.

The adjuster should be instructed not to fix the value and loss even under a non-waiver agreement in cases where arson or fraud is suspected. If appropriate evidence for defense is developed by criminal authorities or by counsel for the companies in an examination under oath, it is frequently desirable that the value and loss be not agreed upon prior to the trial or settlement. There are exceptions. Where the stock is perishable or conditions such that the loss may be substantially increased if the property is not promptly removed or salvaged, it is advisable to fix the value and loss.

The adjuster should be instructed that he represents insurers in a civil capacity. He has no part in the criminal investigation other than to see to it that authorities are furnished with proper information. Too often when adjusters learn that National Board representatives or local authorities cannot find adequate information for criminal action, though authorities are unfavorably impressed with the circumstances, they feel insured has a clean bill of health and proceed to adjust the loss in the same manner as if there had been no question about it in the first place. This does not make sense and is bound to cause insurers to question the astuteness and experience of the adjuster.

Experienced adjusters acquire a so-called sixth sense which puts them on their guard and causes them to examine closely origin, time of fire, financial condition, previous claim record, record of recent sales and purchases, age and condition of merchandise or personal property and type of personality and manner of claim presentation.

Close scrutiny of such factors and others generally indicates accurately whether or not the origin of the loss is satisfactory and if insured is presenting substantially an honest claim. If he thinks the loss is not satisfactory or the claim fraudulent he should take up the matter with his superior and the companies interested. Prompt reference to experienced fire insurance counsel for investigation and examination under oath will place the companies in a strong position either to resist litigation or effect a favorable compromise.

Otherwise, there is frequently overpayment of irregular losses.

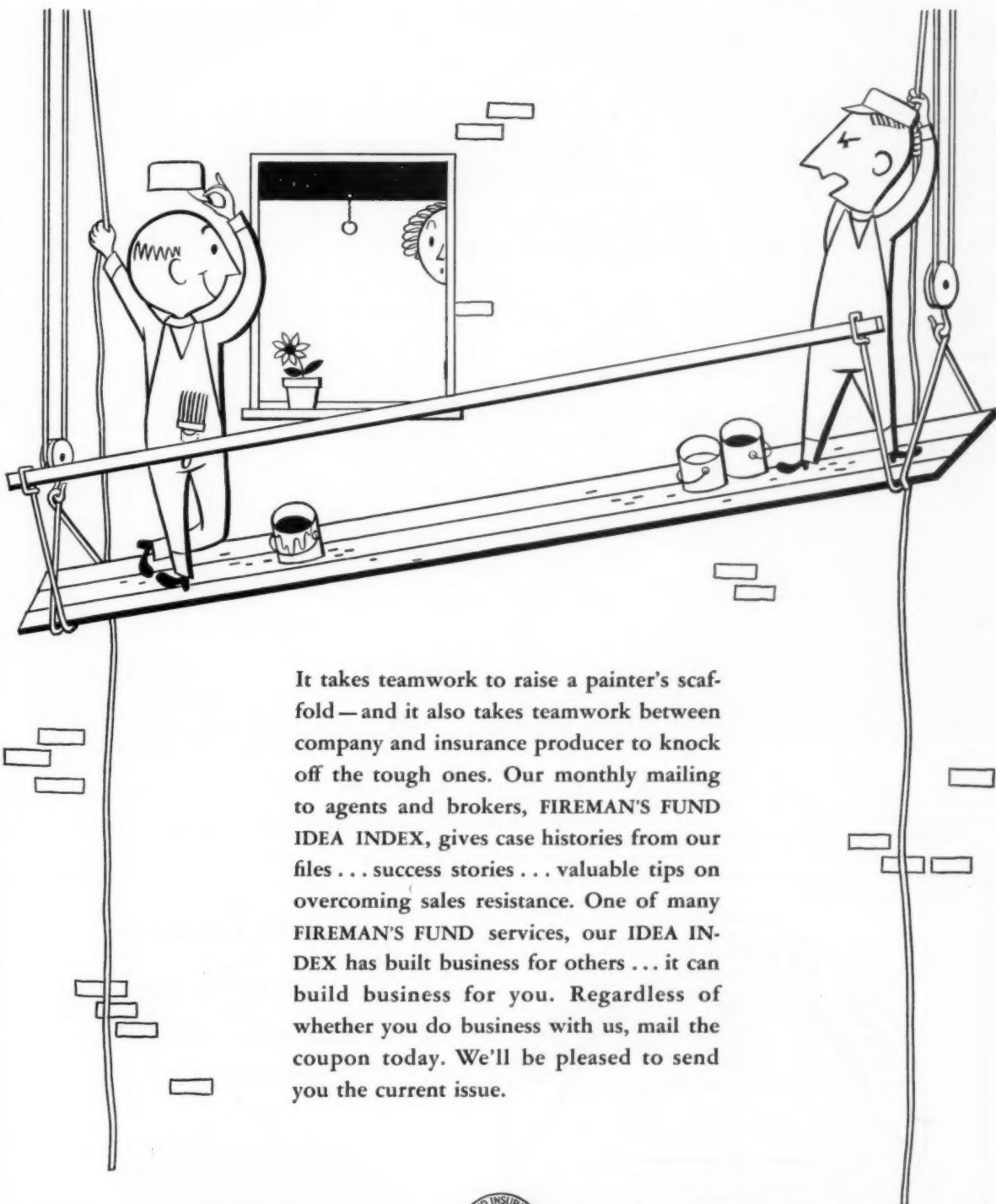
He suggested experienced adjusters exercise substantial supervision over the work of assistants. They should sit in with the younger adjusters on settlements and occasionally review losses

es younger men have handled, in order to provide proper training.

The companies have been very liberal with respect to bills from adjusters. Mr. Niver suggested that each adjuster should have a fixed hourly rate and insurer should be billed accordingly for the service rendered by him. The practice of billing all losses in the name of the senior adjuster at the top rate for the office can only lead to success for competitors of that office, he declared. Hourly rates in New York City, so-called committee territory, are

higher than elsewhere, he said, but the type of losses and conditions faced there require special training and experience to a greater degree than in most other cities. Also, in general, the costs of operation are substantially greater.

Donald E. Maclay, secretary of Great American, has been appointed to the committee on losses and adjustments of New York Board, replacing John Loose of Great American, who has retired.



It takes teamwork to raise a painter's scaffold—and it also takes teamwork between company and insurance producer to knock off the tough ones. Our monthly mailing to agents and brokers, FIREMAN'S FUND IDEA INDEX, gives case histories from our files... success stories... valuable tips on overcoming sales resistance. One of many FIREMAN'S FUND services, our IDEA INDEX has built business for others... it can build business for you. Regardless of whether you do business with us, mail the coupon today. We'll be pleased to send you the current issue.

Fireman's Fund Group
FIRE • AUTOMOBILE • MARINE • CASUALTY • SURETY FIDELITY
REINSURANCE

Head Office: 401 California Street, San Francisco 20, California
Departmental Offices: New York • Chicago • Boston
Atlanta • Los Angeles • Seattle

FIREMAN'S FUND INSURANCE COMPANY
HOME FIRE & MARINE INSURANCE COMPANY
FIREMAN'S FUND INDEMNITY COMPANY
WESTERN NATIONAL INSURANCE COMPANY



Advertising Department, Fireman's Fund Group
401 California Street, San Francisco 20, California
Without obligation, please send me the current issue of
FIREMAN'S FUND IDEA INDEX.

Name _____
Address _____
City _____ State _____

K

New Bond Tests in Securities Valuation Are Considered

N.A.I.C. Committee to Apply Formula to Selected Companies This Year

NEW YORK—The deliberations of the valuation of securities, committee at the meeting of National Assn. of Insurance Commissioners here were devoted largely to the two new tests proposed by the subcommittee that is headed by Allyn of Connecticut. In the absence of Bohlinger of New York, Mr. Allyn presided at the session of the committee, of which he is vice-chairman.

The bond tests proposed by the subcommittee and developed by it and the joint industry committee on valuation of assets, that is headed by Sherman Badger of New England Mutual, will be applied to the portfolios of selected companies as of Dec. 31, 1951. This application, scheduled to be completed by next Jan. 30, will be the base for decision by the subcommittee on what final tests to adopt. In answer to a question from De E. Bradshaw of Woodmen of the World, Mr. Allyn said tests as adopted will be put into effect in 1954.

In brief, test No. 1 would replace the present system of determining eligibility of bonds. The present system uses ratings and yield and contains measurements for private placements.

Instead of yields and ratings, the test takes into account a company's balance sheet and earnings statement.

Test No. 2 would in effect establish a new class of bonds eligible for amortization that are not now eligible. Here the commissioners have gone part, but not all of the way with the Hubbell report. Making certain bonds eligible for amortization that are not under present rules bottoms on the theory that when the company sets up reserves to offset losses expected on such bonds it has anticipated losses likely to occur, as the commissioners want to be certain is done. Test 2 is a more scientific way of handling the matter than the present approach, commissioners believe.

Discussions at the committee meet-

ing also indicated that companies and commissioners had reached a livable compromise on the instructions sent out this fall by the staff of the valuations committee to companies for furnishing information on private placements. The business objected to these as being too complicated and the information sought not too valuable. The subcommittee then modified the questionnaire.

N.A.I.C. to Study Surplus of Blue Cross Plans

A study of the surplus or contingency reserve position of Blue Cross plans is to be undertaken by an N.A.I.C. subcommittee headed by Charles C. Dubuar of the New York department as a result of action taken at New York this week. The N.A.I.C. position officially is that a plan should have a contingency reserve equal to at least three months losses, but many of the plans especially in the middle west and west fall short of this, some having such a reserve equal only to about three weeks losses. The plans in the east generally are better fortified. There was circulated a study showing the ratio of contingency reserves of the various plans to annual losses. In the strongest position were such plans as Baltimore with a ratio of 53.5 and New York with 50. At the other end of the scale were Tulsa, 5.2; Los Angeles 6.3, Chicago 6.7.

Leslie at Phila. Luncheon

PHILADELPHIA — Commissioner Leslie of Pennsylvania will be guest of honor at a luncheon meeting of Insurance Agents & Brokers Assn. of Philadelphia and Suburbs.

Huette F. Dowling, newly engaged counsel of Pennsylvania Assn. of Insurance Agents will be speaker at the meeting, which is being given in honor of all members of legislature from Philadelphia and surrounding counties.

A full-scale membership drive, commencing in January, is planned by the association. Everett Stubblebine has been named by President George J. Margraff to head the membership committee.

Initiate 17 in Ky.

The Kentucky Blue Goose, meeting at Louisville, initiated 17 goslings. A joint luncheon was held with Kentucky Fire Underwriters Assn., at which a National Board of film was presented.

Laws, Legislation Group of N.A.I.C. Has Hot Session

At the meeting of the laws and legislation committee of N.A.I.C. at New York Tuesday afternoon, the recommendation was made that suggested amendments to the uniform property agents qualification bill should be submitted by March 1 and then the all industry committee will take it up with the idea of bringing in a final report in June.

The bill as it now stands contains as section seven substantially the Ohio provision relating to controlled business and the vendor. This is anathema to General Motors people and other financial groups and is particularly a fighting word to them in view of the U.S. Supreme Court action which validates the Ohio law.

At the same meeting the proposed uniform deposit law for fire and casualty companies was taken up. Commissioner Kavanaugh offered the latest version and Frank Fullenwider of California offered some amendments. J. R. Berry of National Board, chairman of the drafting committee, took sharp issue with the Fullenwider proposals. Cheek of North Carolina got in Mr. Fullenwider's corner and the discussion got sticky. Mr. Berry said he had just a few hours previously been advised of the Fullenwider amendments and he indicated irritation because he had hoped for final action at this meeting. The amendments were rejected.

The question of similarity of company names came up with reference to newcomers trading on the reputation of an established institution by copying its name. Joseph Sullivan of American Mutual Liability said this is an increasing problem. He suggested this being referred to a subcommittee and this was approved.

Plan Detroit Party

Detroit Assn. of A. & H. Underwriters will have its annual Christmas party Dec. 11 at the Detroit-Leland hotel.

Philippine Insurers Mushroom

Filipino capital is investing heavily in the formation of new local insurance companies, Clifford A. Roche, vice-president of American International Underwriters in the Philippines,

said on a recent visit to New York. At least 20 new general insurance companies have come into existence in the last two years, he said, adding that one reason for the formation of new companies is the rapidly increasing insurance-consciousness of the people of the Philippines.

New Handbooks for Ohio and Kansas Now Ready

New, up-to-date Underwriters Handbooks for Ohio and Kansas have just been published by The National Underwriter Co. These provide complete and up-to-date information on agencies, companies, field men, general agents, solicitors, groups and other organizations affiliated with insurance throughout these two states.

Premiums and losses by lines, within these states, for all fire and casualty companies and life insurance paid for and in force for life companies, are also presented in special, statistical sections. Copies of either may be obtained from The National Underwriter Co. at 420 East Fourth street, Cincinnati 2, O., price \$12 each.

Old Insurance Executives Don't Fade Away—They Just Lose Interest Johnston, Says

Eric Johnston, president of Motion Picture Assn. of America, the speaker at the luncheon in honor of National Assn. of Insurance Commissioners at New York City, drew quite a laugh at the outset of his talk by his observation that old insurance executives don't fade away they just lose interest. He cut short a trip to South America to address the luncheon and arrived by air just an hour before his scheduled appearance.

Confer on War Base Activity

It is Wade Martin of Louisiana, the N. A. I. C. president, and D. D. Murphy of South Carolina, the vice-president, that will be conferring at Washington Friday with Defense Department officials on the problem of insurance solicitation at army bases. This was regarded as a closed matter until recently when the Defense Department decided to reopen it.

See New W. U. A. Movie

Michigan public relations committee had a look at the new Western Underwriters Assn. movie, "I Take Risks," at a meeting last week at Detroit. There were 56 attending and Harry C. Pollock, New Hampshire, committee chairman, was in charge.

Perkins in N. J. Field

Atlas has appointed Walter H. Perkins as special agent for New Jersey, with headquarters for the present at Nutley. He was formerly with Fire Ins. Rating Org. of New Jersey as a rating engineer. In his new post he succeeds Charles R. Lewis, who was transferred recently to the home office as an assistant secretary.

Insuring Driver Report Later

The joint industry subcommittee named to explore the feasibility of insuring the driver rather than the automobile, as suggested by New Hampshire, indicated at the N.A.I.C. meeting in New York that it will have a report well ahead of the commissioners' meeting next June. With this the N.A.I.C. subcommittee, of which Mahoney of Maine is chairman, adjourned. William H. Brewster, manager automobile department of National Bureau of Casualty Underwriters, is chairman of the industry group.

B. J. Weldon of the Dulaney, Johnston & Priest agency was discussion leader before the new study club group of Insurance Women of Wichita on "Fire Insurance."



533 S. Dearborn Street, Chicago 5, Illinois

All Domestic Coverages Plus
HIGH-RATED FIRE
OVER AGE ACCIDENT
SURPLUS LINES
LIVESTOCK
ERRORS & OMISSIONS
EXCESS LINES
WAR RISK TRAVEL ACCIDENT
ALL UNUSUAL RISKS

Cable Enghur—Chicago

Ark. Agents Plan Special Traffic Safety Effort

LITTLE ROCK—Arkansas Assn. of Insurance Agents at its midyear meeting here Dec. 8, voted to extend its full cooperation and assistance to public officials and agencies and civic organizations in developing a planned traffic safety program for Arkansas "to reduce the alarming accident and traffic death rate" in the state.

President C. E. Olvey, Pocahontas, named a special traffic safety committee, headed by Phillip Pyeatt, Searcy, as chairman, to work with the state police department and other interested groups.

Nearly 250 persons registered for the one-day gathering, which was devoted to a discussion of production problems. Principal speaker of the morning session was Byron R. Morse, manager John Tucker Furniture Co., Little Rock, past president of Arkansas Retail Furniture Dealers Assn., who was described by Vice-president William Rector, who presided, as a "typical insurance buyer."

Three things, Mr. Morse said, are essential from the buyer's viewpoint in the purchase of property and casualty lines; namely, competency of the agent, service which an agency actually can render, and whether or not the agent has a genuine interest in his insured's business problems.

Speaking of competency, Mr. Morse said: "I want my agent to know all of the fine print in insurance contracts and also to keep me constantly abreast of new things and changes in the insurance business." There is no substitute for "knowing," he commented, and the statement which some agents sometimes resort to: "I'll find out-and-let-you-know," does not impress many insurance buyers. He stated an agent can justify himself only by individualized service, and said the average buyer is flattered if his agent is able to talk intelligently to him about the problems of the buyer's business. "Know a little something about your customer's business problems," he urged, "and work it into your sales technique."

The theme of agency production was continued in the afternoon with Bobby P. Russell, partner Floyd West Co. general agency of Dallas, telling the group that "there is nothing wrong, even during these lean casualty years, with the insurance industry that good salesmanship cannot cure." He said the primary causes of today's insurance troubles are those classes which have been bought by the public—not sold. The buying public is quick to purchase insurance (i.e., auto liability and workmen's compensation lines) to cover probable losses, but slow to buy insurance to cover the possible loss, he said. The business today is made up of salesmen "who are not taking time to sell."

"It takes no salesman, in this day and time, to write an auto liability policy for standard limits because the newspapers and radio broadcasters are screaming to high heaven the news of terrific traffic accidents and traffic deaths," he said. "It does take a salesman, however, to sell the man who bought that same automobile policy increased limits, medical payments cover, drive other cars broad form, extend it to pick up comprehensive personal liability and for commercial accounts to write it on the comprehensive auto liability form."

A panel discussion on survey selling which occupied the balance of the afternoon session, was moderated by Mr. Rector, Little Rock. He urged agents not to overlook accident and health and group life coverages in rounding out an insured's program.

A. J. Johnson, United Agency, El

Dorado, urged use of the survey method in selling. "First, I am proud I'm an insurance agent," Mr. Johnson said, "and I don't feel that I can competently counsel my customers without the information which an intelligent insurance survey produces."

Sam Phillips, Fort Smith, described the survey technique in use in his agency and how survey reports for insured should be put together. In concluding the panel discussion, Bobby Russell outlined various ways companies and their special agents could assist local agents in developing cus-

tomers surveys.

President Olvey opened the morning session with a brief report on the association's activities since the convention last May and complimented the work of Roy Thomas, the organization's new manager who has now been on the job 10 weeks. Mr. Thomas, in a brief address, recommended that the association plunge full scale into a traffic safety campaign and that it undertake an intensive membership drive. Mr. Olvey named a new membership committee with Sterling Cockrill, Jr., Little Rock, as chairman.

Arkansas' new insurance commissioner-designate, U. A. Gentry, was guest at the luncheon session. In a brief address, he told the agents and company men that the success or failure of his forthcoming second term in office as commissioner would depend on the cooperation which he might receive from industry ranks. He recalled briefly some of his experiences in office during the post depression years of 1933 through 1937. At the conclusion of his remarks, the audience gave him a rising vote of applause.

CRIME COVERAGES FOR COMMERCIAL CLIENTS



You can make new profits from the great "middle market" for insurance. The opportunity for sound agency building that is often neglected by insurance producers is America's great "middle market": the small and medium-sized commercial prospects of all kinds. Those are stores, jobbers, manufacturers, contractors, all types of service organizations, all types of professional and office organizations—literally millions of them. And probably the majority of them have never had complete insurance service offered to them by a well-informed insurance producer. Most have fire insurance, and most have auto and truck protection. But how many have had the other major types of protection offered to them: inland marine covers, where needed, general liability and crime protection?

Recently we offered our agents a plan for selling these profitable prospects general liability insurance, and it has been widely used. Now we have a complete plan for selling

crime insurance. Included are two attractive three-color folders, suggested letters to go with these folders to prospects, a new and valuable "Proposal" form that makes the unprotected risk stand out like a sore thumb, and a new issue of our popular Agency Sales Bulletin. In the Bulletin are suggestions for making prospect lists, and how to promote and sell all the crime coverages in this highly profitable "middle market" for insurance.

If you would like to have a copy of the Bulletin, the two folders and the Proposal form, simply complete the coupon below and these will be mailed to you without cost or obligation. Sending for these may help you find a way to make your agency much more profitable, so why not send the coupon, today!



THE SECURITY CONNECTICUT
INSURANCE COMPANY OF NEW HAVEN INDEMNITY COMPANY
HOME OFFICES: NEW HAVEN, CONNECTICUT
Pacific Departments • 248 Battery Street • San Francisco 6, California

Security-Connecticut Companies
Department 37-D New Haven, Connecticut

Please mail me, free and without obligation, a copy of your new Agency Sales Bulletin, two folders and proposal form, all on Crime Coverages for Commercial Clients.

Name (please print)

Agency

Street

City State.....

or Town.....

New Auto Exclusion Clause Interpreted

Automobile Claims Assn., New York City, has issued a memorandum on the automobile dealer's open policy exclusion (d). The chief difficulty under the old clause was the construction to be placed upon the words "custody" and "possession." Whether a loss resulted from a garage employee stealing the car or a prospective purchaser entrusted with the car failing to return it from a trial run fell within the exclusion, depended upon the meaning of these terms.

It has been pointed out that "possession is inclusive of custody, but custody is not tantamount to possession." Consequently, the garage employee was not in possession of the car and the exclusion did not apply.

One view of the courts held the loss to be within the exclusion, since the prospective purchaser was in possession of the car because he had the "right to exercise control thereof for a purpose of his own." The other view was that the loss was not excluded since the word possession is an ambiguous one and the policy must be construed most favorably from the point of view of insured.

The new clause, however, does not appear to have been drawn with the view of resolving this question, according to the memorandum. The new exclusion provides:

The policy does not apply: (d) under any coverage—to loss resulting from either the insured voluntarily parting with title and possession of any automobile if induced so to do by any fraudulent scheme, trick, device, false pretense, or from embezzlement, conversion, secretion, theft, larceny, robbery or pilferage committed by any person including any employee, entrusted by the insured with either custody or possession of the automobile.

The new exclusion is not limited to theft cover only but extends to any cover provided by the policy. Certain difficulties may be foreseen in attempting to apply this exclusion to a loss other than theft. For example, if the policy provides collision coverage only, the dealer can hardly be expected to assert that the title and possession of the automobile was obtained under false pretenses, or that it was stolen by the person to whom he had entrusted its custody or possession. Such allegations would only result in a disclaimer rather than a loss draft.

When a dealer makes a claim for collision damage, the investigator will have to inquire into the circumstances under which the operator of the car at the time of the accident acquired it. Since a claim is for collision only and evidence establishing that it was stolen

by someone entrusted with its custody or possession will defeat this claim, the dealer will be likely to conceal rather than reveal the theft.

Therefore, the investigator must determine who the operator of the car was, where he was authorized to take it, where the collision occurred and similar questions which tend to bring out at least that the operator had converted the car. In the case of a garage employee, an inquiry into his duties must be made in order to ascertain whether or not he possessed implied authority to use the automobile. A question will then arise as to the meaning of the word "entrusted" under such circumstances.

One word from insured can destroy any inference of theft or conversion. He has merely to say that he had granted permission to the operator to make use of the car as he did, and there can be no theft or conversion. Consequently, a signed statement denying such authority from insured and his agent or agents in strong terms would be essential. Obviously this would be difficult to obtain from anyone familiar with the policy. Also, the company runs a serious risk of a libel suit if it declaims on the ground of theft, unless it has an exceedingly strong case.

The memorandum suggests that in cases where claim is made under any coverage other than theft, the exclusion is practically valueless. However, as to a claim under theft, larceny, robbery or pilferage cover, the exclusion should be very effective where a custody of the car has been entrusted to a thief. Since the exclusion contains the same terms, in addition to others, which the insuring clause contains, proof of one is proof of the other, and it will be merely necessary to show that the operator was entrusted with custody or possession.

Under the first clause, which provides that the title and possession must be given, rather than title or possession, there should be few difficulties with possession, because in most instances title will include possession. The company should be relieved of liability in any case, for if title and possession have been secured by false pretenses, the loss is excluded, whereas if there has been a valid transfer the dealer is no longer the owner of the car and the policy has ceased to apply.

Buffalo Board Legislators Lunch

Buffalo Assn. of Fire Underwriters Dec. 15 is sponsoring a luncheon at which members of the state legislature will be guests. Members of the association will discuss their ideas on compulsory automobile, higher auto liability premiums, traffic safety, unsatisfied judgment funds, etc.

DEATHS

WILLIAM H. HANSMANN, resident vice-president at Chicago and a director of Fidelity & Deposit, died at St. Francis hospital, Evanston, Ill., Dec. 5, at the age of 64. He had been confined to his home or the hospital since June.



W. H. Hansmann

He had been in the bonding business for 50 years.

A native of Chicago, Mr. Hansmann's entire business career was spent in that city. His first connection was with American Surety in 1902 and he was later with the Conkling, Price & Webb general agency, U.S.F. & G., and from 1909 to 1920 he was secretary of the John McGillen & Co. agency. He started with Fidelity & Deposit in 1920 as manager of the newly opened Chicago office. He became a vice-president in 1935 and a director in 1950.

Mr. Hansmann was a member of Assn. of Casualty & Surety Managers of Chicago, and was a past president of Surety Underwriters Assn. of Chicago and of Insurance Federation of Illinois. He always maintained an active role in the affairs of the surety association. His counsel at the meetings was always heeded attentively. Mr. Hansmann would often let the members debate a problem and state all sides of it, and then he would arise and with a few words bring the discussion to a close with a recommendation that met with approval from all sides.

F. A. STORER, 73, agency supervisor of Inland Mutual, Huntington, W. Va., died in a Huntington hospital after an illness of a year and a half. The body was taken to Chicago where funeral services were held last Monday. Mr. Storer was the first employee of Inland Mutual having been with the company for 16 years.

ARTHUR H. ROBINSON, secretary and head of the accounting department of Great American Indemnity, died at his residence in Waintham, L. I., of a stroke. He started in insurance with Aetna Life at New York in 1904. In

1910 he went with Commercial Casualty and then was with Ocean Accident. He joined Great American Indemnity when the company was formed in 1926.

LUTHER L. LUTON, 62, who operated an agency with his brother, Herbert Luton, for five years after 16 years as fire commissioner of Nashville, during which time he greatly reduced fire losses and aided in improving the fire rate standing, died following a cerebral hemorrhage.

HOWARD A. ALLEN, 62, former president of Vermont Assn. of Insurance Agents, died at Burlington. The president of Allen agency, he was active in National Assn. of Insurance Agents affairs and those of Eastern Agents Conference.

HENRY W. PEUTZ, 57, a safety engineer with Lumbermen's Mutual Casualty for 20 years, died at his home at Milwaukee of a heart attack. He went there from Chicago about 15 years ago.

GEORGE W. STODDARDT, 42, local agent at Waupun, Wis., was killed in an automobile crash on a county highway. He started in the business in his father's agency, taking over ownership at death of Bragg Stoddardt.

FRANK N. KRONER, 61, local agent at Theresa, Wis., a past president of Dodge County Assn. of Insurance Agents, died at his home of a heart attack. He had been in the business 35 years.

TOM W. JOHNSON, 77, local agent at Utica, N. Y., for many years, died there.

W. C. AGURS, who had been a local agent at Shreveport, La., from 1898 until 1946 when he retired, died at the age of 82. He was a real estate developer and oil man primarily.

NORMAN G. STRASEN, son of G. A. Strasen, state agent of American for eastern Wisconsin and upper Michigan, died at Pittsburgh.

Mid-States Life Plans Credit Life Expansion

Mid-States Life of Orlando, Fla., that got in operation last July as a credit life insurance underwriting facility, is making plans to expand. It is owned by Mid-States Ins. Co. of Chicago which in turn is a subsidiary of General Finance Co. It has been licensed in Florida, Georgia and Texas and now intends to apply for admission to Illinois. It started with \$100,000 capital and \$100,000 net surplus and has about \$20 million insurance in force. It has not entered the credit A. & H. field. Ray Titus is president.

The chief donor to the new children's zoo that is being established at the nationally known Brookfield Zoo at Chicago is C. W. Seabury, chairman of Marsh & McLennan.

■ WIDE
SURPLUS LINE FACILITIES
FOR OHIO AND
SURROUNDING
STATES

MIDWEST UNDERWRITERS

J. R. MULDER

Surplus Line Broker • Lloyd's London Correspondent

WILLIAMSON BUILDING
CLEVELAND 14, OHIO
PHONE • CHERRY 1-1231

business
written through
agents and
brokers
only

Decem
To T
Acc
Qu
NEW
made i
and li
accept
tional
ers co
subject
tee on
reconst
hold a
what p
ton of
The
that of
was mu
quarter
pressed
differ
someth
Natio
Walter
preside
bill an
N.A.I.C
Assn.
read a
the ma
level b
used a
Geor
repres
Banker
model
ers of
took a
repres
mercia
of Cal
Corp. i
Know
censing
Early
win M
cago,
others,
& Acc
who al
ternati
writers
drop t
licensi
are sta
son car
Full
has so
sugges
of wha
and so
tions t
ation r
Come
all ele
togeth
would
service
that do
facilit
low ev
to open
of suff
stance,
recipro
ciproc
and an
ments
"If v
trying
legitim
here 25
Amb
tuals s
ment d
group
to meet
tuals w
timate
Canada
discuss
cy qual
the U.
ings.
Barcl
Assn. o

To Try Again for Acceptable License, Qualification Bill

NEW YORK—Another try will be made to get a uniform qualification and licensing law that is generally acceptable, the subcommittee of National Assn. of Insurance Commissioners concluded after a session on the subject here. The all industry committee on the subject will be requested to reconstitute, and the subcommittee will hold a hearing next March 1 to see what progress has been made. Knowlton of New Hampshire presided.

The pattern of discussion followed that of previous hearings. Opposition was much the same and from the same quarters. Navarre of Michigan expressed considerable annoyance that differences have not been resolved and something definite accomplished.

National Assn. of Insurance Agents, Walter M. Sheldon of Chicago, the president, said, is opposed to a model bill and is against a uniform bill by N.A.I.C. C.F.J. Harrington of National Assn. of Casualty & Surety Agents read a statement indicating he thought the matter should be settled at the state level but that the N.A.I.C. bill could be used as a guide.

George Dovenmuehl of Chicago, representing the views of Mortgage Bankers Assn., opposed section 7 of the model qualification bill. Thomas Rogers of American Finance Conference took a similar stand and was echoed by representatives of Service Fire, Commercial Investment Trust insurer, and of Calvert Fire, Commercial Credit Corp. insurance company.

Knowlton is against temporary licensing, but that is desired by Robert Early of Farmers of Los Angeles, Erwin Meyer of Meyer & Matthias, Chicago, representing State Farm and others, and by Cecil Fraizer of Health & Accident Underwriters Conference who also expressed the views of International Assn. of A. & H. Underwriters. Mr. Fraizer suggested N.A.I.C. drop the subject of qualification and licensing from its agenda because these are state matters. He cited the Robertson case in California.

Fullenwider of California said he has some objections to the bill and suggested the need of some definitions of what a broker is, what an agent is, and so on. He will submit his objections to the subcommittee for consideration next March.

Commissioner Navarre insisted that all elements of the business should get together and draft legislation that would possess enough uniformity to be serviceable as a guide to those states that don't have available good advisory facilities. Such a bill will have to allow every legitimate type of insurer to operate and the language must be of sufficient breadth to cover, for instance, farm mutuals, factory mutuals, reciprocals and agency companies. Reciprocals, he said, must be included and an end should be put to the arguments on this point.

"If we try to satisfy those that are trying to exclude other people that are legitimately in business we will be here 25 years," he said.

Ambrose Kelly of the factory mutuals said that in the light of development during the past six months his group will resubmit its ideas on how to meet the problem of the factory mutuals without infringing on the legitimate interests of competitors. The Canadian commissioners had a good discussion of the fundamentals of agency qualification laws and he suggested the U. S. group study those proceedings.

Barclay Shaw, secretary of National Assn. of Insurance Brokers, said his

group is not aiming to exclude any segment of the industry.

N.A.I.C. Against One Line Entry of Catastrophe Excess Experience

A stir was created at the N.A.I.C. convention when it became known that the subcommittee that has the matter in hand is recommending that insurers not be permitted to make a one-line entry of catastrophe excess cover experience. That subcommittee is headed by Joseph Glennon, Illinois deputy. It was rumored that North America is preparing to appeal against that conclusion to the executive committee before the meeting comes to an end.

North America and American Mutual Reinsurance are the two principal companies affected. They have been using such a one-line entry instead of distributing the premiums and losses by line. The other companies have not opposed such an election but they fought any requirement that such business must be handled on a one-line basis.

Harold Warren Retires; Succeeded by Powers

Harold P. Warren, special agent for Rhode Island and southeast Massachusetts, retired after 30 years with North British.

Mr. Warren was given a dinner at Providence by the New England department field men, with whom he has an association of many years. He received a television set presented by Secretary P.A. Gruchy on behalf of his associates. R. O. Meyer, general agent, also attended from New York.

Succeeding Mr. Warren is special agent John J. Powers, Jr., who has been associated with him in the territory.

Resolve Hollow Block Issue

RALEIGH, N. C.—An amicable adjustment of questions involved in the fire rate differential between buildings of hollow block and of brick construction appeared assured as the result of a public hearing held by Commissioner Cheek.

Representatives of North Carolina Concrete Masonry Assn. agreed at the hearing to allow North Carolina Fire Insurance Rating Bureau "reasonable time in which to justify a differential." The present differential (21 cents per \$100 or mercantile, half that if the block is certified) will be continued until the bureau is ready to proceed with the justification. W. T. Joyner, general counsel for the bureau, said he hoped to be ready by October 1, 1953. Commissioner Cheek allowed the bureau "not later than" the fire rate revision date in January, 1954.

Thurston Co. Agents Elect

Lloyd Walker of Olympia, Wash., was elected president of Thurston County Insurance Agents Assn. at the annual meeting. He succeeds Milton Bosell. Carl Kaiser was elected vice-president and Walt Olson, secretary.

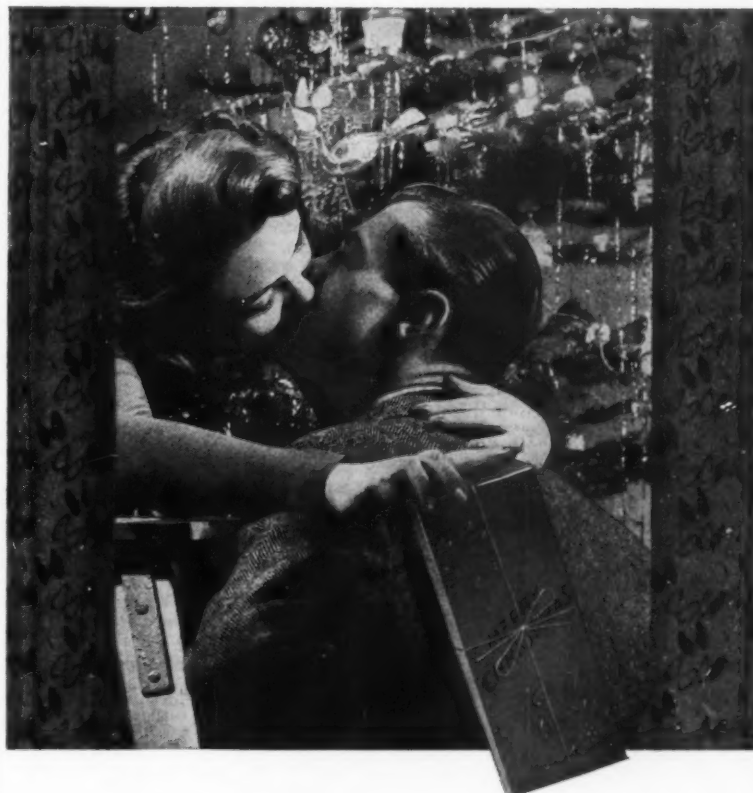
Washington Fire Underwriters Assn. staged an educational program on fire rates, rules and forms following the business session.

Make Mo. Convention Plans

The executive committee of Missouri Assn. of Insurance Agents at its first 1953 meeting at Jefferson City Jan. 9 will discuss preliminary plans for the 1953 annual meeting at Kansas City Oct. 24-26.

Superintendent Leggett will be a guest at a luncheon that day.

*Life has no flavor
without sentiment...*



*... and no security
without
proper INSURANCE*

Homes, jewels, furs, furniture, hobby equipment and personal possessions all have sentimental value. Are you giving them the proper insurance value?

ROYAL • LIVERPOOL Insurance Group

CASUALTY • FIRE • MARINE • SURETY
150 WILLIAM ST., NEW YORK 38, N. Y.

ROYAL INSURANCE COMPANY, LIMITED • ROYAL INDEMNITY COMPANY • AMERICAN & FOREIGN INSURANCE COMPANY • THE BRITISH & FOREIGN MARINE INSURANCE CO., LTD. • NEWARK INSURANCE COMPANY • QUEEN INSURANCE COMPANY OF AMERICA THE LIVERPOOL & LONDON & GLOBE INSURANCE CO., LTD. • GLOBE INDEMNITY COMPANY • STAR INSURANCE COMPANY OF AMERICA • THAMES & MERSEY MARINE INSURANCE COMPANY, LTD. • VIRGINIA FIRE & MARINE INSURANCE COMPANY

N.A.I.C. Blanks Committee Okays Call for Reporting Excess by Line of Coverage

NEW YORK—The blanks committee of National Assn. of Insurance Commissioners adopted the report of the subcommittee on presentation of excess loss reinsurance in the annual statement.

Excess of loss and all other reinsurance is to be shown by lines of coverage submitted for 1953 and subsequent years, by all companies. This means that whereas heretofore some insurers reported excess of loss reinsurance separately, they will no longer be allowed to do so, if N.A.I.C. adopts the recommendations of the blanks committee. The subcommittee resolution states that with adoption of the report permission to report excess of loss as a separate line, for those companies that were allowed to do it for 1952 as they did in 1951, expires.

The subcommittee concluded that excess of loss at this time does not constitute a sufficiently different class to warrant different handling. The annual statement is not designed to fit the needs of each individual company but is aimed to take care of the needs of all segments of the fire and casualty business.

Also, many companies, if not most of them, find the reporting of excess by line of coverage a satisfactory method. It is feasible and desirable to allocate excess of loss reinsurance by coverages.

A one line presentation for this class would for most insurers create more problems than it would solve, the subcommittee opined. It also tossed out

the idea of a special loss reserve for excess of loss. As projected this would not be a true loss reserve but a method of prorating profits over a long period. The subcommittee noted the possible income tax problem separate reporting might create.

Glennon of Illinois read the subcommittee report. Robinson of Ohio was in the chair, and Hooker of Connecticut, Lange of Wisconsin, McAteer of Washington, Bruce of California and Martindale of Texas were on hand.

North America long has pressed for separate reporting of excess of loss reinsurance, particularly catastrophe covers, such as that on windstorm, on the ground that the cover may go for years without being hit but then is hit hard and takes a long time to recoup. North America had indicated its plan to apply the suggested treatment to its own business. It took the trouble of explaining the problem in detail for the benefit of commissioners so they would be aware of it and have at least one suggestion of a workable solution.

One segment of the business, according to J. A. Diemand, Jr., has expressed their agreement with the proposal made by North America. The group regrets that other segments of the business disagreed. North America believes the treatment it suggests is in the best interests of the business and to the greatest extent possible plans to employ the suggested practices in the conduct of its own affairs.

While deliberations of N.A.I.C. com-

mittees may modify North America's suggestions, it believes great progress has been made in commissioners recognizing that a condition exists and that it must be dealt with. As time goes on the present condition will continue and grow more acute, and the treatment required will more and more approach that which North America originally pointed out.

The subcommittee's report noted that American Mutual Reinsurance Co. and Excess Reinsurance Assn., along with North America, expressed the need for separate reporting of the line. National Board and many of the professional reinsurers expressed opposition to it, emphasizing the small amount of excess of loss written in relation to total premiums.

The report also stated that in the opinion of the subcommittee it would be desirable for the blanks committee at some time in the near future to consider a study to determine the proper recording of new multiple peril policies. At present there is insufficient volume to arrange special handling of multiple peril packages.

To Retire Jan. 1

Claude D. Minor, who retires Jan. 1 as president of Virginia Fire & Marine, practiced law in his home state of Kentucky for 10 years before entering the insurance business and served for five sessions as a member of the Kentucky



CLAUDE D. MINOR

house. He joined Liverpool & London & Globe in 1924 as special agent in Indiana and later served as special representative in the western department and superintendent of the special service department. In 1935 he became educational director of the Royal-Liverpool group, where he supervised the training of field men and was the author of Insurance and Suretyship Course, a book that remains a standard reference work. In 1942 he became director of personnel and in 1943 was elected president of Virginia F. & M.

Mr. Minor will after the first of the year become associated with the Richmond law firm of Denny, Valentine & Davenport.

A testimonial dinner given in his honor by the management and directors at Richmond was attended by H. C. Conick, Clarke Smith, H. Clay Johnson, Bruce Brodie, J. L. Erhardt and B. F. Weaver from the New York executive staff. The directors presented Mr. Minor a silver tray engraved with their facsimile signatures and the management gave him a set of silver goblets.

Chicago Distaffs Plan Party

The Christmas party of Insurance Distaff Executives Assn. of Chicago will be held Dec. 12 at the Palmer House.

Midwest Storm Loss to Exceed \$1 Million on 150,000 Claims

Catastrophe No. 30 was the designation given by National Board to the destructive November windstorm in the middlewest for which loss claims are still rolling in, some companies reporting 1,000 per day. The estimated total number of losses is expected to reach the neighborhood of 150,000. Claims remain small, ranging from about \$20 to \$50, but will add up to well over \$1,000,000. Company claim men and adjustment bureaus are now working overtime and in some cases have found it necessary to add extra help to handle the situation.

Hardest hit in number of losses was Indiana, followed in order by Illinois, Michigan and Ohio, with some damage in Minnesota and Wisconsin. It is believed that the windstorm, which attained velocity as high as 100 miles per hour in Indiana, was part of, or resulted from, the blizzard which earlier blanketed Kansas, Nebraska, Missouri and western Iowa. The blizzard changed from snow to wind just before hitting St. Louis, which received some damage, and then fanned out in two directions. The gale-force blow generally followed the path of the Illinois river to the northeast in one direction and the Ohio river to the east in the other.

Zeller Elected President of Marine Underwriters

Frank B. Zeller, United States Marine manager of Royal-Liverpool, has been elected president of American Institute of Marine Underwriters, succeeding Owen C. Torrey.

Elected 1st vice-president was Owen E. Barker, executive vice-president of Appleton & Cox; Percy Chubb II, partner of Chubb & Son and president of Federal, was named 2nd vice-president and Madoe M. Pease, North British, was elected treasurer.

Carl E. McDowell was reelected executive vice-president and Edward R. King secretary and treasurer.

Accountants Slate Set

The nominating committee of Insurance Accountants Assn. has submitted the following slate of officers for action at the Dec. 12 meeting of the organization in New York City:

President, George Dearborn, Potomac; vice-presidents, Paul Synor, North British; George Ladner, accountant, and E. F. Weller, Jr., Sun Office; executive secretary, Michael Roche, Corroon & Reynolds; assistant secretary, Walter H. Mosher, the Boston, and treasurer, Frederick W. Maasen, London Assurance. E. P. Smith, U.S. manager of Norwich Union, and Douglas F. Kirschman, Aetna Fire, were elected members of the executive committee for three years.

Plan New Coast Offices

Houston Fire & Casualty has purchased a one-story brick building at 1271 East Colorado street, Pasadena, and about March 1 of next year will move into new west coast offices. The company will have 7,500 square feet on the ground floor and 5,000 square feet in the basement. The building will be air-conditioned and will have acoustical tile ceilings and asphalt tile floors.

Michigan Mutual Liability has moved its Toledo office to 1216 Madison avenue. J. H. Shepherd is resident manager.

Seeley & Co. has been appointed to represent Albany Underwriters in Oregon.

SAVE PREMIUM DOLLARS

through greater salvage recoveries
and less time for adjustments.

See or contact

R. D. ELLINGSON

INSURANCE AUTO SALVAGE AUCTION

4503 S.E. 14th Street

Ph. 8-5277

Des Moines, Iowa

Loss million as

designa-
d to the
storm in
loss claims
panies re-
estimated
expected to
f 150,000.
ing from
add up to
any claim
s are now
ome cases
add extra

losses was
y Illinois,
ne damage
. It is be-
which at
miles per
of, or re-
ch earlier
Missouri
blizzard
just before
ived some
ut in two
ow gener-
he Illinois
e direction
ast in the

nt rs

tes Marine
has been
n Institute
succeeding

was Owen
resident of
b II, part-
ident of
-president
h British,

ected ex-
Edward R.
r.

of Insur-
submitted
rs for ac-
of the or-
y:

rn, Poto-
l Synor,
account-
un Office;
el Roche,
int secre-
e Boston,
Maasen,
nith, U.S.
nd Doug-
ire, were
tive com-

has pur-
building at
Pasadena.
year will
ices. The
re feet on
quare feet
g will be
e accous-
tile floors.

as moved
ison ave-
ent mana-

ointed to
rs in Ore-

Marine Definition Still Worthwhile, Conferees Believe

The N.A.I.C. committee on definition and interpretation of marine underwriting powers held a solid two-day session at New York last Thursday and Friday. This was a curtain raiser to the N.A.I.C. convention.

Leslie of Pennsylvania was in charge and the other commissioners present were Viehmann of Indiana, Taft of Wyoming, Bisson of Rhode Island and Taylor of Oregon. The consensus of the commissioners and the industry people was that a definition of marine insurance is worth preserving even against the onslaught of multiple peril underwriting, that there are boundaries that ought not to be violated. The aim is to have a report ready for final action next June at San Francisco.

A.F.I.A. Reelects Five Trustees at Annual Parley

Five trustees of American Foreign Ins. Assn. were reelected at the annual meeting at New York at which President D. R. Ackerman, Great American, presided. This was the largest meeting since A.F.I.A. was organized in 1918, the total number in attendance being 91.

The trustees reelected are: K. B. Hatch, Fire Association; Mr. Ackerman; J. F. Crafts, Fireman's Fund; W. A. Hebert, Springfield F. & M., and Harold Junker, U. S. Fire.

Home Promotes Duane

John J. Duane, former staff adjuster at Home's Newark office, has been made assistant manager of the loss department of that office. He joined Home in 1941 as adjuster at Newark and in 1947 was made staff adjuster.

N.C. Conference Committees

North Carolina Assn. of Insurance Agents has authorized President

Robert Senn of Greensboro to appoint two special committees to confer with Commissioner Cheek.

One, together with a similar committee from the mutual agents, will discuss the extension of credit. The other, together with committees representing mutual and life agents, will discuss legislation to modernize the agency qualification law.

Definite Rules on Credit Life and A. & H. Urged by N.A.I.C. Subcommittee

Definite rules and regulations governing the sale of credit life and credit A. & H. insurance should be proposed, according to the N. A. I. C. subcommittee on that subject headed by Southhall of Kentucky, who reported at the New York meeting this week.

These rules should deal with the run-in sale of A. & H. insurance on an individual basis in connection with loans; and the sale of life insurance in connection with loans when sold on an individual basis but under such circumstances as to result in the writing of an actual group although on an individual basis.

The subcommittee asked to be continued for the purpose of making a survey as to what regulations presently exist and to see to what degree of uniformity may be accomplished, preliminary to a definite proposal at a later meeting.

Zarek to Wis. Agency

Eugene Zarek has resigned as special agent of West Bend Mutual Fire in central Wisconsin and has acquired an interest in the Quality Ins. & Investment Agency of Burlington, Wis. He had been with West Bend for 2½ years.

Seek to Boost Mass. Benefits

Maximum weekly benefit payments under the Massachusetts workmen's compensation act would be increased from \$30 to \$35 under terms of a bill filed by Representative-elect James H. Kelly, Boston Democrat, for consideration by the 1953 legislature.

Under another proposal, filed for the state federation of labor, a cost of living increase would be given for workmen's compensation benefits. The supplementary amount would be determined by the state industrial accident board after hearing.

Ries Colorado Deputy

Henry F. Ries, principal actuary, has been appointed deputy commissioner in the Colorado department. He is a graduate of University of Michigan and a veteran of the last war.

Neb. Insurance Director Is in Tangle Over Pay

LINCOLN—Insurance Director Loren Laughlin of Nebraska did not receive a November check because his name was stricken from the state payroll for November by Auditor Johnson.

Laughlin has an action before the supreme court to determine the effective date of higher pay provided for his office by the legislature.

In April, Johnson was out of the office when Laughlin added the increase on his payroll for a three month period. This was approved by the state auditor's office and Laughlin received \$500 more than the auditor believed he was entitled to.

So Johnson is seeking to keep his books balanced by withholding the entire November pay from Laughlin of \$416.

Johnson said the remaining "overpayment" will be deducted in December.



FAIR BUSINESS PRACTICE

**"By your Acts
Ye shall be known."**

It takes many years sometimes, to build the reputation that identifies you. A good reputation must be guarded zealously by steadfast adherence to the practices which contributed to its building.

One of the best guages of an insurance company's reputation for Fair Business Practice is found in its record of agency connections. Good agencies expect their companies to be fair in all their dealings. They will not continue long to represent companies that fail to meet this important test.

The seven Fire and two Casualty companies of the Commercial Union - Ocean Group have a fine record of long established agencies, many running continuously through several generations following the founders. We proudly offer this as proof of our reputation for Fair Business Practice.

HEAD OFFICE
One Park Avenue
New York, N. Y.


ATLANTA
CHICAGO
SAN FRANCISCO

COMMERCIAL UNION - OCEAN GROUP

Commercial Union
Assurance Company Ltd.
The Ocean Accident and
Guarantee Corporation, Ltd.
American Central Insurance Co.
Columbia Casualty Company
The California Insurance Company
Union Assurance Society Limited
The British General Insurance Co. Ltd.
The Palatine Insurance Company Ltd.
The Commercial Union Fire Insurance Co.

*Does your client
know when he is
Under-Insured?
Over-Insured?*

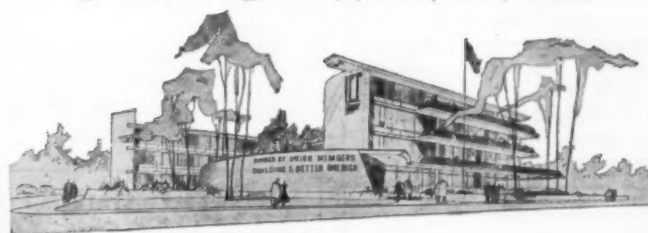
● Insurance coverage based on Continuous American Appraisal Service prevents hazardous under-insurance and costly over-insurance. Such service expedites equitable loss adjustments as well. In the interest of your client, insist on appraisals by

**The AMERICAN
APPRAISAL
Company**



Over Fifty Years of Service
OFFICES IN PRINCIPAL CITIES

Our Million-Dollar Home of the Future!



JACK CAGE & COMPANY
INSURANCE MANAGERS
DALLAS • BIRMINGHAM •

ICT Group

320 2225

THE INSURANCE COMPANY OF TEXAS
LIFE INSURANCE COMPANY OF TEXAS
CONTINENTAL UNION INSURANCE COMPANY

Owned by Union Members -- Building a Better America

St. Louis Brokers Elect; Blase Sees Auto Insurance Turning Point Reached

ST. LOUIS.—Alvin W. Hesse was elected president of Insurance Brokers Assn. of St. Louis at the annual meeting. He succeeds Robert F. Smith. Emmett R. Broeker was elected 1st vice-president; William F. Griffin, 2d vice-president; Clyde H. Scott, secretary, and John T. Hellmuth, treasurer, both reelected.

An improvement in the overall picture with respect to automobile insurance, including a loosening of the very tight market that has prevailed for some months, was reported by Oliver Blase, St. Louis, president of National Assn. of Insurance Brokers.

"Although in our meetings with casualty company representatives, we stressed the importance of adhering to the basic principle that the risk should be reflected in the rate of premium charged," he said, "some casualty executives feared that further rate increases would price automobile liability insurance out of the market. We understood their concern, but we did not share their fear. As you know, rates were increased and premium volume has continued to grow."

He quoted the recent statement by Superintendent Bohlinger of New York that automobile insurance may have reached the turning point.

"The volume of automobile premiums is at an all-time high," he continued, "and most importantly the loss ratio is steadily declining. It does appear that we may have reached the turning point."

Touching on the coercion activities of some labor unions in forcing employers to place insurance with a broker of the union's choice, he said that this matter was discussed by the National association's governing committee in September, and a committee

is now gathering specific evidence of such practices, to determine whether the overall effects of such practices are detrimental to the interests of the business of the insured in particular and the business in general.

Concerning the proposal of Eastern Underwriters Assn. that commissions be regulated by legislation, he said it is unfortunate that the representatives of the fire companies did not consult with the producers on this matter in which they are so vitally interested. He added that the various national producers organizations and individual producers "are rising up in righteous wrath to this most dangerous threat to the entire production segment of the industry."

Bohlinger Does Not Outlaw Auto Retrospective Plan

In the Nov. 27 edition, THE NATIONAL UNDERWRITER made a blunder in its headline on page 2 reading "Bohlinger Outlaws Auto Retrospective Schemes." The story is accurate but the headline is misleading. Commissioner Bohlinger of New York in his recent new regulation covering insurance furnished in connection with installment purchases in no way outlawed the so-called automobile retrospective insurance plan as it is being written by many insurers. All that he outlawed was something which apparently none of the leaders in the so-called contingent commission or retrospective plan field has ever done which is namely to permit a portion of the premium to be retained by an agent from which the agent pays the losses with only the balance being remitted to the insurer to cover its overhead, taxes and profit.

At the November meeting of *Alamo Blue Goose*, San Antonio, Allan Barwise, General Adjustment Bureau, most loyal gander, presented a 25-year pin to Fred Crawford, Great American.

New Indiana Adjusters' Officers Elected



New officers were elected by State Adjusters Assn. of Indiana at the annual meeting last month at Fort Wayne. There were approximately 250 adjusters attending the convention at which the main talks were given by Prof. Sterling Shaw of Purdue University; Vernon Sheldon, president of Indiana Realtors Assn., and Rev. George B. Wood of Trinity Episcopal Church of Fort Wayne.

The new officers, from the left, are: Ray Reynolds, Evansville independent adjuster, first vice-president; E. S.

Buenting, State Auto of Indiana, second vice-president; Harold E. Seaman, Seaman Claim Service, Fort Wayne, executive secretary; John Fenstermacher, Indiana claims manager of Wolverine, treasurer, and George Dunn, claims manager of American States at Kokomo, the new president. The new offices were created of executive secretary and first and second vice-president so that there would be enough in the executive family to handle the increased activities of the association.

Form N. Y. NACCA Chapter

A New York state chapter of National Assn. of Claimant's Compensation Attorneys has been organized with the following officers: President, Gerald F. Finley; vice-presidents, Silas B. Axtell, Paul C. Matthews and Jacob Rassner; treasurer, George J. Engelman, and secretary-editor, Marvin Schwartz, all of New York City.

Directors are Benjamin B. Sterling, Arthur Bardack, Richard M. Cantor, Arnold B. Elkind, Abraham M. Fisch, Jacquelin Frank, John B. Higgins, Robert Klonsky, Harry H. Lipsic, John J. Robinson, Saul Sperling and Herbert Zelenko, all New York City attorneys; Sydney R. Siben, Bay Shore, and William J. Flynn, Buffalo.

First copies of the chapter's monthly journal, aimed at keeping members informed of trends and decisions in their field, will be published about the first of the year.

Hershey Suit Dismissed

A suit contesting the 1951 election of Harry B. Hershey, former director of

insurance for Illinois, to the Illinois supreme court has been formally dismissed by Judge Quinter Spivey in Madison county circuit court.

Returns from the 21 counties of the second supreme court district were involved in the suit, ballots from 10 of the counties having been recounted without appreciable change from an official canvass.

The suit was filed in July, 1951, by the Madison county Republican chairman and two precinct workers in support of their candidate defeated by Mr. Hershey.

Cravens, Dargan S. F., L. A. Moves

The San Francisco office of Cravens, Dargan & Co. has been moved to a new location in the Mills building at 234 Bush street. Malcolm Cravens is the firm member supervising west coast operations. Cravens, Dargan now occupies a ground floor location in the Mills building and a portion of the ground floor and the entire second floor of the adjacent Mills Tower.

The Los Angeles service office has been moved to 3440 Wilshire boulevard.

WANT ADS

Rates—\$13 per inch per insertion—1 inch minimum. Limit 40 words per inch. Deadline 5 P. M. Friday in Chicago office—175 W. Jackson Blvd. Individuals placing ads are requested to make payment in advance.
THE NATIONAL UNDERWRITER—FIRE & CASUALTY EDITION

OFFICE SPACE FOR RENT IN EVANSTON

30,000 square feet office space, centrally located on Davis Street, Evanston. Very desirable for one insurance tenant or may divide.

For full information, inquire Walter H. Teninga c/o Teninga & Co., Pullman 5-5000 or address, 10835 S. Michigan Avenue, Chicago 28, Illinois.

FIRE UNDERWRITING MANAGER

This is an unusual opportunity with one of the Midwest's most progressive companies. If you are in the 30 to 40 year bracket, know the fire business, and want to advance yourself both financially and in responsibility please write to:

Personnel Director
American States Insurance Company
542 North Meridian Street
Indianapolis 6, Indiana

AVAILABLE—STATE AGENT

8 years field experience—Indiana and Michigan fields—desire change—would prefer Missouri or Kansas territory—31 years old—married. Would move if preferred. Address P-32, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED

Experienced Special Agent (Fire) for West Virginia only. Pearl-American Group, 19 Rector Street, New York 6, N.Y.

INDIANA

Casualty Field Man. Young, ambitious man for transportation writer. Casualty experience not essential. Salary and commission \$5,000 to \$10,000. Address P-31, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED

Key positions in fast growing Fire, Casualty and Allied Line Company available. Openings for experienced Underwriters, Safety Engineers, Sales Supervisors and Trainees, Accountants, and Claim Adjusters. Excellent opportunities. Address inquiries to P-34, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

SERVING THE MIDDLE WEST... WITH COMPLETE UNDERWRITING FACILITIES FOR

- CASUALTY
- FIRE AND
- ALLIED LINES

PLUS A BROAD CLAIMS POLICY, UNSURPASSED
FOR PROMPTNESS AND FAIRNESS



UTILITIES INSURANCE
COMPANY

315 Pine St., St. Louis 2
ESTABLISHED 1911

PREFERRED FIRE INSURANCE COMPANY

701 Jackson St., Topeka
ESTABLISHED 1917

JOHN J. NANGLE, Pres.



Hartford Fire and Hartford Accident have elected George F. B. Smith a director. He is executive vice-president of Connecticut Mutual Life.

WHERE TO PLACE YOUR BUSINESS

A guide or directory of responsible and adequately equipped local agents. These offices have nation-wide facilities for handling your out-of-state business.

ILLINOIS

CRITCHELL - MILLER INSURANCE AGENCY

Established 1898
Insurance Exchange Building
CHICAGO

FRED. S. JAMES & Co.

Since INSURANCE 1872
One North La Salle Street
CHICAGO
FI 6-3000
New York San Francisco

Moore, Case, Lyman & Hubbard

General Agents
175 W. JACKSON BLVD.
CHICAGO
WAbash 2-0400

THE ROCKWOOD COMPANY

Established 1896
General Agents
135 South La Salle Street
CHICAGO, Illinois
CHicago 6-5314

Rollins Burdick Hunter Co.

231 S. LaSalle St.
Chicago
Telephone: ANdover 3-5000
New York Seattle

MICHIGAN

Detroit Insurance Agency

G. W. Carter, Pres.
H. L. Newman, Vice-Pres.
William S. Faber, Vice-Pres., Secretary
David T. Marantette, Vice-Pres., Treasurer
Fisher Bldg. Detroit, Mich.

WISCONSIN

Chris Schroeder & Son, Inc.

210 E. Michigan St., MILWAUKEE
Engineering Services—All Lines
The largest insurance agency in the State of Wisconsin

MANAGEMENT CONSULTANTS

Policy Design and Forms Engineering
Multiple Record Policies and Forms
to Your Requirements
RALPH C. GRAVES
105 E. 15th St., New York 3, N. Y.

Huntington Holocaust Again Spotlights Hospital Risk

Huntington state hospital at Huntington, W. Va., that burned with a loss of 17 lives including those of a number of children that were the progeny of the inmates again puts the hospital risk in the limelight. This institution is one that was inspected by State Fire Marshal Raper and his staff, and Mr. Raper says that many recommendations were made to safeguard this building against fire, but proper appropriations were not made by the state legislature to accomplish this.

The probable insurance loss will be about \$100,000. The cause of the fire is unknown. General Adjustment Bureau is handling the settlement.

The hospital was state-owned and was not inspected in the National Board inspection program.

Ohio Ruling on Mutual Membership Fees Is Given

COLUMBUS — Attorney General O'Neill, in an informal opinion, stated that an Ohio school district or other political subdivision may not pay a membership fee to a mutual insurer, but that otherwise there is no restriction on public risks being insured in mutuals, even under assessment policies. The opinion was requested by the prosecuting attorney of Champaign county, of which Urbana is the county seat, Farm Bureau Mutual being mentioned in the correspondence.

The opinion is practically a restatement of the 1937 opinion No. 787, from which Mr. O'Neill quoted freely. That opinion points out that the section of the Ohio constitution which prohibits a political subdivision from becoming a stockholder or lending its credit to any company or association was amended in 1912 to permit specifically insuring public properties in mutual insurers. As a consequence, the opinion continues, while a public body may not pay a membership fee to a mutual, it may insure even in one which pays losses solely by assessments. There is, of course, no question about the right of Ohio bodies to insure in advance payment mutuals, whether or not their policies are assessable.

Move New York Office

Newhouse & Hawley, national underwriting representatives of London Lloyds, have moved their New York office to 4103, 70 Pine street, where they will have double the space previously occupied. This office is managed by A. N. Butler, assistant secretary, and services agents and brokers in the eastern seaboard states.

Insurer People Study Management

Fire and casualty companies sending representatives to recent management courses of American Management Assn. included Aamerican Mutual Liability, Boston Manufacturers Mutual, Federated Mutual Implement & Hardware, and Hartford Accident.

Two Wrecks Cost RR \$11 Million

Testimony before the interstate commerce commission in Washington by an attorney representing the trustee of the Long Island Railroad indicates that the two wrecks on that line, at Kew Gardens and Rockville Center, will cost the railroad some \$11 million in claims. The railway has paid out \$9,696,510 and remaining claims will run about \$1,386,250, it is estimated. At the time of the wreck it was reported that the Long Island carried \$1 million of excess liability cover in London Lloyds.

Hobart Brady, Wichita local agent, is dangerously ill in St. Francis hospital there following surgery.

Fascinating
FIRST
FACTS...

TOO GOOD
TO LAST!



Kids never had it so good, fishing, swimming, kite flying and all—before April 12, 1853. Then the bubble burst. That year, in New York State, the first truancy law was enacted "... to provide for care and instruction of idle and truant children."

Hooky was kept at a minimum by a provision which provided for a \$50.00 fine levied against those parents whose children, between the ages of 5 and 14, were absent from school. Today's students can shed a tear for those of one-hundred-years ago who lived during the first terrible days of that heinous law.

However, a bright light appeared that same year, 1853, when the St. Paul Fire and Marine Insurance Company was granted its original charter. The Saint Paul Companies' 100 years of underwriting experience enables you to offer your assureds solid, comprehensive coverages to fit their needs.



Members,
American Foreign Insurance Association,
offering world-wide insurance facilities.

HOME OFFICE
111 W. Fifth St.
St. Paul 2, Minn.

EASTERN DEPT.
90 John Street
New York 38, N. Y.

PACIFIC DEPT.
Mills Building
San Francisco 6

HIGHER PRICE LEVELS REQUIRE MORE FIRE INSURANCE COVERAGE

Are Your Assureds Adequately Protected?

CONSULT US ON:

APPRAISALS

Impartial Valuations
of
Industrial and Commercial
Property

Since 1910

Branches
In all
Principal
Cities

THE **LOYD-THOMAS** CO.

4411 RAVENSWOOD AVE., CHICAGO 40, ILL.

Gillette, Hostick Transferred in Great American Shifts

Robert M. Gillette, who has been assistant superintendent of the farm department of Great American, has been transferred to Lexington, Ky., as field supervisor in charge of all farm and hail activities in Kentucky and Tennessee.

Mr. Gillette joined Great American group in 1926 as an endorsement clerk in the underwriting department, and became farm examiner in 1933. He has had several years of field experience in northern Illinois and Wisconsin.

Earl T. Hostick, special agent, has been transferred from Oklahoma to Lubbock, Tex., as special agent for the farm and hail departments in Texas and in New Mexico. He joined the company in 1949, and before that was a local agent and banker at Carnegie, Okla.

Poughkeepsie Agents Fined

Superintendent Bohlinger of New York has fined the Graham agency and the Wm. G. Shafer agency, both of Poughkeepsie, \$250 each for failing to keep clients' premium money separate from their own funds. Both agencies have eliminated the deficiencies in the premium accounts, Mr. Bohlinger states.

Permanent Licenses Out

Suggested permanent licensing for Minnesota agents has been disapproved by Commissioner Nelson of that state.

Mr. Nelson gave his decision in a letter to E. M. Griggs of Chicago, representing National Board. Among the reasons given by Mr. Nelson were:

Difficulty would be encountered if a company requested cancellation of an agent's license; because many home offices keep poor records, permanent licenses would fail to give correct information; and processing of renewal licenses would heap additional work on the Minnesota department.

Expect to Finish \$250,000

Exchange Work March 1

The face-lifting operation being performed on the Jackson boulevard entrance to the Insurance Exchange building at Chicago is progressing rapidly and completion is expected by March 1.

As a result of the \$250,000 remodeling program, the north lobby will be enlarged substantially by moving the formerly recessed revolving doors out nearly 10 feet to the building line, and by removing the columns that formerly stood between the revolving doors. Stores at each side of the lobby are being reduced in size to provide easier access to elevators.

Remaining columns in the lobby will be faced with green marble on two sides and stainless steel on the other two. A new, indirectly lighted ceiling and a Venetian terrazzo floor are being installed.

The new front will be all glass except for the thin strips of stainless steel required for the doors and their supports.

Jack Wright has joined the fire engineering staff of Durham & Bates, Portland, Ore., agency. He has been with Oregon Insurance Rating Bureau in the examining and surveying department for nearly four years.

Fire Accounts for Most Insurable Failures

One out of 100 business failures reported in 1951 could have been insured against, according to Dun's Review. Failures due to fire, burglary, employee fraud and flood accounted for 1.1% of the total.

Griffith M. Jones, assistant to the president of Dun & Bradstreet, calculated that this number of failures was due to "occurrences (which) could have been provided against through insurance."

Fire accounted for the greatest total, 0.7%, with burglary 0.2% of the total, and the employee's fraud 0.1%. Flood accounted for 0.1% of the business failures reported for 1951.

Fire losses accounted for 0.9% of manufacturing failures, 0.6% of wholesale, 0.8% of retail, 0.3% of construction and 0.7% of the commercial totals. Burglary totaled 0.1%, 0.1%, 0.1%, 0.0%, 0.3%, of failure in these lines respectively. Flood in the last three categories, represented 0.1%, 0.1%, 0.3% of the total failures, respectively.

Vigue Heads New England Unit of AIU at Boston

David L. Vigue has been appointed manager of American International Underwriters, Inc., a newly formed Massachusetts company. The new AIU office is located at 148 State street, Boston, and will service the entire New England territory. American International Underwriters are the foreign managers for 14 American companies, writing all lines of general insurance.

Mr. Vigue after attending Colby College and Columbia University joined Great American in 1931, becoming special agent for eastern Massachusetts and Rhode Island in 1932. In 1940 he was appointed supervisor of Boston general agents and assistant to the manager.

In 1946 he joined Phoenix of London as special agent in New England, leaving his position to join AIU. In 1949-50 Mr. Vigue was president of the Bay State Club, and he is now president of Bay State Fire Prevention Assn.

Lincoln Nat'l A. & H. Setup

Lincoln National Life is now writing A. & H. coverages for men in insurable occupations, and employed women in classes AAA to A. Housewives and children are eligible for an accident-only medical expense contract. Family coverages are also available for hospital and surgical plans.

Explain Home Owners Policy

Four special agents of North America gave a presentation at a luncheon meeting of Lancaster (Pa.) Assn. of Insurance Agents on the new home owners policy. The speakers were J. Edward Sprague, Monte Redfield, John Etchberger and Gerald E. Kauffman.

May Publicize Rulings

WASHINGTON—Internal revenue officials have under consideration the matter of publicizing several rulings in individual cases involving the question of taxability of commissions paid local agents associations on business they have written as a group, such as on city property.

On the particular facts in each of these cases it has been held that the commissions are related income and therefore tax-free. However, names and other details are not available.

The law provides that unrelated income of tax-exempt groups, such as non-profit industry organizations, shall be taxable.

Whether commission earnings of such a group constitute related income or unrelated income depends upon the

facts in each particular case, officials say.

Any organization desiring a ruling on whether its group commission earnings are related or unrelated income, tax-free or taxable, may obtain such by giving the facts in its particular case to the bureau.

National Assn. of Insurance Agents reportedly contemplates a release on this subject.

Harbaway to Chicago; Beck Succeeds Him in Hail Work

National Fire has appointed Robert V. Beck hail special agent for Kansas, Nebraska and Oklahoma with headquarters at Topeka. He is a graduate of Washburn University, spent two years in the army, and has had experience as a hail adjuster, in farm underwriting and special agency work.

Mr. Beck will travel the field formerly handled by special agent Alexander Harbaway, who has been promoted and transferred to the western department at Chicago as assistant superintendent of the farm and hail department.

Defer Va. Deductible Action

RICHMOND—The proposal for an optional \$50 deductible on extended coverage in Virginia will not be acted upon until some time next year, the state corporation commission has announced.

Commissioner W. Marshall King said the commission decided to continue the case to permit further study of testimony and exhibits introduced by Virginia Rating Bureau. Further hearings will be held but no definite dates have been arranged.

Hutson and Rhodes Form Team

Eyare M. Hutson, president of the newly formed agency of Hutson-Rhodes in the Graham building at Jacksonville, Fla., was owner of the Hutson Agency, Inc., of Westfield, N. J., from 1920 to 1945. Since 1947 he has been a solicitor for B. E. Hardacre Co. and C. Lester Paul & Associates, both of Jacksonville.

Robert L. Rhodes is general agent for Crown Life of Canada, and he will continue that general agency connection. He was previously general agent at Jacksonville for Mutual Benefit Life.

Besides Crown Life, the agency represents Aetna Fire, American Automobile, Connecticut Indemnity, General Guaranty and New Amsterdam Casualty.

Open Forum at Reins Club

A. J. O'Donnell, assistant secretary of North British, conducted an open forum on the information needed by the underwriter before accepting a facultative reinsurance risk, at the Dec. 10 dinner meeting of Reins Club, in the Phoenix of Hartford lunch room, New York city. John Ross of Excess Underwriters, president, will appoint a nominating committee at the January meeting.

No Renewal Plan in Ohio

THE NATIONAL UNDERWRITER in an article in the Nov. 13 issue on annual renewal plans, listed 13 states in which the renewal plans had not been filed by a rating bureau or approved. The state of Ohio was not included as it should have been in this list.

To keep advised on qualified attorneys and adjusters write for your free copies of

HINE'S INSURANCE ADJUSTERS INSURANCE COUNSEL
Service Since 1908
First National Bank Bldg., CHICAGO 3

Reinsurance

A. E. STRUDWICK Co.

A. E. STRUDWICK, Pres.
E. W. BLANCH, Vice-Pres. THOS. M. DARDEN, Vice-Pres.

810 BAKER BLDG.
MINNEAPOLIS 2, MINN.



INSURANCE APPRAISALS

CHICAGO 4 53 W. Jackson Blvd.	DETROIT 26 154 Bagley Ave.
MINNEAPOLIS 2 843 Plymouth Bldg.	ST. LOUIS 1 313 N. Ninth St.

MARSHALL and STEVENS

AUTOMOBILE PHYSICAL DAMAGE COVERAGES
FOR THE FINANCE INDUSTRY

RESERVE INSURANCE COMPANY

180 W. Adams St., Dept. N, Chicago, Ill.

"Sales Producer Plan"

FIELD

Norwich Union Names
Lale and Buonomo

Norwich Union has appointed Homer V. Lale special agent for Oklahoma and Kansas to succeed Walter F. Daniel, recently resigned. Mr. Lale, who will be working out of Oklahoma City, leaves Great American Indemnity, where he has been employed in a similar capacity.

Raymond S. Buonomo is named special agent for New Jersey to replace Rudolph Bachert, who has joined the fire loss department as a staff adjuster. Mr. Buonomo has spent most of his insurance career with Norwich Union and for the last two years has been acting as special agent in New York City.

Great American Names Two

Great American has transferred Roger L. Fedosky from the Chicago office to Detroit as its special agent, succeeding J. M. Smethells, who resigned to enter the local agency business at Bangor, Mich.

Lyle M. Smith has been named special agent at Fargo, N. D., to succeed M. R. Lazenby. He has been a local agent in Minnesota and North Dakota since 1932.

Connor Named in Tennessee

Royal Exchange group has appointed John H. Connor special agent in Tennessee to assist Martin W. Boedeker, state agent.

Mr. Connor was with Maryland Casualty seven years and later was Kentucky branch manager for Trinity Universal. He graduated from Vanderbilt University with an LL.B. degree. He is an army veteran.

Carberry to Seattle

Springfield F. & M. has transferred Raymond M. Carberry, special agent, to Seattle. A graduate of Connecticut College, majoring in insurance, he has had extensive training in inland marine at the head office and at New York and San Francisco.

Dithmer Minnesota Speaker

W. G. Dithmer, assistant manager of Western Underwriters Assn., presented the new film, "I Take Risks", at a dinner meeting of Minnesota Fire Underwriters Assn. at Minneapolis.

H. P. Warren Retires

Harold P. Warren, special agent for Rhode Island and southeast Massachusetts for North British, will retire Dec. 31. John J. Powers, Jr., special agent, will replace Mr. Warren and will continue to maintain offices in Providence.

New England department field men feted Mr. Warren earlier this month at a dinner at Providence.

Phoenix-London Changes

John N. Jones of Oklahoma City, state agent of Phoenix-London in Arkansas and Oklahoma for more than 30 years, has retired. Arkansas and Oklahoma are to be serviced by Special Agents Louis P. Cryer, Little Rock, and Jimmie R. Wilson, Oklahoma City, respectively, under the supervision of R. Allen Hickman, manager of the Dallas southwestern branch office.

Ferguson and Bur
Named Superintendents

Herbert R. Ferguson and Lawrence J. Bur have been named superintendents of fire underwriting for General Accident and Potomac. William C. Dent, superintendent of fire underwriting for the group for 26 years, died in September, and his replacement by the two men has been brought about by division of underwriting by territory.

Mr. Ferguson entered the insurance business with Potomac in 1926. In 1928 he went to Pittsburgh as special agent for western Pennsylvania and West Virginia. In 1949 he returned to General Accident-Potomac as manager of the Middle Department. In his new position he will have supervision of fire and allied lines underwriting in 17 states.

Mr. Bur began in 1918 with State of Pennsylvania. He joined Potomac in 1944 as fire underwriter and in 1950 his duties were extended to include fire underwriting for General Accident. His new assignment as underwriter of fire and allied lines will include 33 states and territories.

Increase Phoenix Dividend

Directors of Phoenix of Hartford have voted a quarterly dividend of 85 cents, up 10 cents over last year's payment at this time, payable Jan. 2 to stock of record Dec. 10.

Graham Jones, partner of Cooley & Co., Hartford investment firm, and Kenneth P. Applegate, president of Hartford Electric Light Co., have been nominated for directors, to be voted on at the annual meeting Feb. 25.

Holmes Leads Mont. Ticket

An official canvass of the Nov. 4 election vote in Montana shows that the candidate for state office on the so-called partisan ticket who got the most votes and who had the widest margin was John J. Holmes, state auditor and insurance commissioner. He got 141,386 votes to 110,859 for Republican Bruce Mefford of Missoula.

In the election, 12 insurance agents were named to the Montana legislature, six to the house and six to the senate.

Oklahoma Assistant Resigns

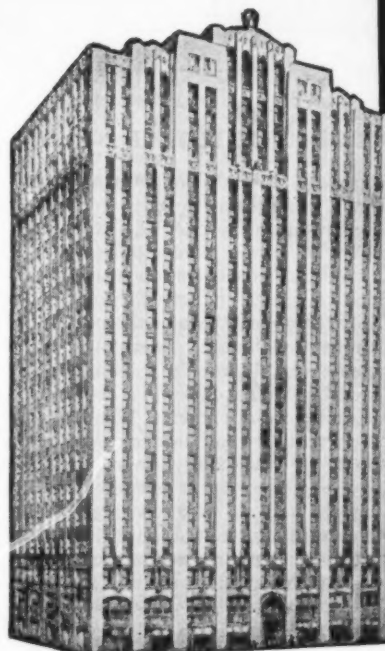
Ralph W. Russell, first assistant insurance commissioner of Oklahoma since 1944, has resigned to become associated with Empire Life of Oklahoma City and to engage in law practice. His duties included supervision of examinations, legislative matters, admission of out-of-state companies and special problems affecting insurance regulation and supervision.

Russell Downe Merges with RBH

The insurance brokerage firm of Russell Downe of New York has become associated with the New York office of Rollins Burdick Hunter. The staff of Russell Downe will move to the office of RBH at 116 John Street.

N.W.F.&M. Dividend Record

Northwestern Fire & Marine has voted a regular quarterly dividend of 25 cents and a special of the same amount both payable Dec. 26 to stock of record Dec. 15. For 36 years regular dividends of \$1 have been paid and extras of 25 cents have been paid since 1950.

JACKSON
FRANKLIN
BUILDING

JACKSON BOULEVARD
AT FRANKLIN STREET

*The Leading
Building For Leading
Insurance Firms*

Tenanted by leading Fire and Casualty Insurance Companies, the Jackson-Franklin Building offers the ultimate in fine executive and general office accommodations, at substantial savings in rental. Companies with leases expiring soon will find it profitable to obtain our plans and rental information.

DESCRIPTIVE BROCHURE AVAILABLE UPON REQUEST

Owner Management **JACKSON-FRANKLIN BUILDING**

309 West Jackson Boulevard

Chicago 6, Illinois

Telephone WEBster 9-3031

EXCESS COVERS

All Classes Including Automobile

+

Over Basic Primary or Self Insured

+

COMPETITIVE MARKETS
FOREIGN AND DOMESTIC

Teletype CG 1606

Phone HArrison 7-5807

Cable STaver, Chicago

We invite your inquiry

STAUNTON, GLOVER & CO.
175 W. Jackson Blvd. Chicago 4, Illinois

STEVENS PLAN
A System to Finance
INSURANCE PREMIUMS
FOR BANKS

Descriptive Folder From
Allen C. Stevens, White Plains, N. Y.

EDITORIAL COMMENT

For More Concentration of Programs

Though it is dangerous to generalize on too little specific evidence, it is interesting to note that this fall two insurance programs have been sellouts that concentrated on one subject or substantially on one. These were the all-day session at Newark devoted to business interruption, and the regional meeting at Garden City of New York State Assn. of Insurance Agents, which dealt largely with automobile casualty problems.

In both cases, the programs featured outstanding speakers. Careful planning and exceptional execution of those plans characterized both meetings.

But beyond this the concentration of the programs, we believe, had a good deal to do with their success. It is not always possible at agency meetings,

especially annual conventions, to confine the program to one topic. Many diverse interests must be attracted.

Yet it seems likely that a larger measure of concentration than is common to agents' gatherings would multiply the appeal. Two or three topics of current outstanding interest to many agents would provide a lot more impact than half a dozen to a dozen—and attract more attendance. What is more important, it would do the agents more good, by adequately developing the few themes, rather than merely touching on, and as so often happens not too effectively, a number of them.

Broader and more thorough treatment of fewer ideas might also stimulate greater agency association membership.

A Statement, Something To Live Up To

A few agencies in the U. S. send their companies a financial statement each year. This is an interesting practice. A great many other agencies take occasion to call attention of company representatives to their financial situation (with pride, of course).

Agents who feel that their exact financial condition is none of their companies' business will get no arguments from their companies on that score. Many agencies do not send their statements to companies because they haven't thought of it. Some do not do so because they don't have any—they do not formally collate the numerical data of their operations and express it in the form of a printed or typed document. There is even the suspicion that a few agents do not know, at least exactly, and in the way that an accountant would determine, what their financial position is at any given time.

It is not safe to be so careless at any time. Today the times are too pregnant with potential changes for the insurance business, some of them potentially violent, to warrant any agency to run the risk of being in a worse position than the proprietor thinks it is.

In view of the importance, both to the agent and to his relations with his companies, of some indication of this kind that the agency is being properly and successfully managed, it is surprising that more agents don't take advantage of the practice. The truth is that the preparation of a financial

statement serves to call attention to certain practices that good business follows, such as the establishment and maintenance of a reserve. It should serve as at least an annual check on collections by the agency and, of course, prove efficacy of the agency's collection system. An annual statement provides the ultimate accounting test of the efficiency and accuracy of the agency's bookkeeping methods.

An agent may not like a company well enough to furnish it with an annual statement, even if he has one. However, the agency's financial condition is of real interest to the companies it represents. On occasion that interest may become acute enough to cause one or more companies to find out what the agency's financial situation is, by means other than the agency's own statement. There is a gap of about 3½ months in the company's actual knowledge of where it stands with the agency. An agency statement provides information that covers that gap. A financial statement would be an additional impetus for the agent to keep accounts up to date.

Company underwriters like to know the condition of an agency. An insurer in extending underwriting authority to him wants to be sure that the agent is making money. Alert companies watch out for the hungry agent, for one who needs business so badly that he will pass on poor risks.

Credit men have found that among

businesses that fail there are more firms that did not know at all times what their financial position was than where they had such knowledge.

PERSONALS

Morton H. Hollingsworth, who has been named to become director of finance by Governor-elect Stratton of Illinois, is president of Shreeve Realty Co. of Joliet, which is a prominent local agency. Mr. Hollingsworth has been head of the Republican state central committee since last June. He has been a member of the Illinois legislature and is a past-president of Joliet Assn. of Commerce.

On the recent trans-polar flight from Los Angeles to Copenhagen by the Scandinavian Airline System, one of the passengers was Per M. Hansson, managing director of Christiania General, Oslo. Mr. Hansson is one of the three chairman of S. A. S. He left Norway on Monday, arrived in the U. S. Tuesday, and on Wednesday flew back to Oslo via the polar route.

J. H. Silversmith, president of the Denver managing general agency firm bearing his name, has recovered sufficiently from his illness to fly to California for a vacation. He plans to stay at the Lone Palm hotel at Palm Springs for a month before returning to his desk.

Louis H. Antoine, assistant vice-president of American Automobile, has been drafted by the citizens school improvement committee to become a candidate for the St. Louis board of education at the election April 7.

Joe C. Carr, Nashville local agent and former secretary of state, has been appointed by Governor-elect Clement to serve as liaison officer between his organization and the legislature in arranging for the inauguration in January. It is reported that Mr. Carr was given the refusal of the insurance commissioner's post but declined to leave his agency.

Calvin Fentress, Jr., president of Allstate, has been appointed general chairman of the 1953 Chicago Red Cross fund campaign. He headed the business division of the 1951 campaign.

E. A. Logue, state agent at Pittsburgh for Globe & Rutgers, suffered a broken shoulder in a fall at Butler. He is in West Penn hospital, Pittsburgh.

George R. Miller, Helena, Mont., local agency and former N.A.I.A. executive committeeman who sustained paralyzing injuries when he fell at the Canyon Hotel in Yellowstone Park in July, has been taken to San Francisco for special surgery. He is at University of California Hospital there.

John K. Yearout of the Yearout & Davis agency, Aberdeen, was victorious in his race for the Washington legislature. He is a past president of Grays Harbor Board of Insurers and has been active in state association work.

J. R. Berry, general counsel of Na-

tional Board, was able to be on hand for the N.A.I.C. convention. He had been back on the job just one week after being away six weeks with a gall bladder operation. His recovery was complicated by a siege of pneumonia.

Paul O. Landry, well-known local agent of Klamath Falls, Ore., has been elected mayor of his city.

John F. Sullivan, of the Seattle reinsurance firm of Frank Burns, Inc., and Mrs. Sullivan flew back from a month in Europe in time to attend the N.A.I.C. convention at New York.

C. J. McCann, actuary and chief examiner of the Florida department, is making a strong recovery at Tallahassee Memorial hospital from a heart attack some two weeks ago.

M. D. Ebner, president of Dubuque Fire & Marine, has been married to Aderine Lang of Dubuque, Ia.

DEATHS

JAMES L. MARTIN, president of Walter F. Smith & Co., local agency of Trenton, N. J., died at the age of 64. He graduated at Princeton in 1907 and at New York University law school in 1911. He entered the insurance business in 1909 and from 1912 to 1920 was with Travelers, serving as assistant manager at Newark and later at New York. He went with Walter F. Smith & Co. as secretary in 1920, and he became president on Mr. Smith's death in 1949. For 25 years he was head of the casualty department.

ISAAC SIEGAL, in charge of the title and mortgage division of the New York insurance department since 1938 and with the department 33 years, died. He was at one time in the fire and marine department and in rating.

JAMES B. SHELHORSE, arson department special agent for National Board, died at the age of 60 at New York. He had been with National Board since 1930 except for a brief period when he returned to the U. S. secret service with which he had been connected before going to National Board.

DEAN W. KELLEY, 76, Lansing, Mich., attorney and former president of Wolverine, died as a result of a coronary occlusion. Mr. Kelley became president of Wolverine for a brief period, starting in 1941, following the resignation of Robert K. Orr. He had been vice-president and general counsel for a number of years. He was a graduate of University of Michigan law school and served as St. Johns city attorney and as Clinton county prosecutor and probate judge. He

THE NATIONAL UNDERWRITER

PUBLICATION OFFICE:
175 W. Jackson Blvd., Chicago 4, Ill.
CIRCULATION OFFICE:
420 E. Fourth St., Cincinnati 2, Ohio

Editor: Kenneth O. Force.
Associate Editors: John C. Burrage, Charles C. Clarke and F. A. Post.
Assistant Editors: Ellsworth A. Cordeman and Donald F. Johnson.

Executive Editor: Levering Cartwright.
Advertising Manager: Raymond J. O'Brien.
Teletype OG-654



Howard J. Burrage, President.
Louis H. Martin, Vice-Pres. & Secretary.
John Z. Herschede, Treasurer.
420 E. Fourth St., Cincinnati 2, Ohio.

ATLANTA 3, GA.—432 Hurt Bldg., Tel. Walnut 9801. Carl E. Weatherly, Jr., Southeastern Manager.

BOSTON 11, MASS.—210 Lincoln St., Tel. Liberty 2-1402. Wm. A. Scanlon, Vice-Pres.
CHICAGO 4, ILL.—175 W. Jackson Blvd., Tel. Wabash 2-2704. O. E. Schwartz, Chicago Mgr.
A. J. Wheeler, Resident Manager.

CINCINNATI 2, OHIO—420 E. Fourth Street, Tel. Parkway 2140. Chas. P. Woods, Sales

Director: George C. Roeding, Associate Manager; George E. Wohlgenuth, News Editor; Arthur W. Riggs, Statistician.

DALLAS 1, TEXAS—708 Employers Insurance Bldg., Tel. Prospect 1127. Alfred E. Cadie, Southwestern Manager.
DES MOINES 12, IOWA—3333 Grand Avenue, Tel. 7-4677. R. J. Chapman, Resident Manager.
DETROIT 26, MICH.—1102 Lafayette Bldg., Tel. Woodward 3-2826. A. J. Edwards, Resident Manager.

KANSAS CITY 6, MO.—405 Columbia Bank Bldg., Tel. Victor 9157. William J. Gossing, Resident Manager.

MINNEAPOLIS 2, MINN.—558 Northwestern Bank Bldg., Tel. Main 5417. Howard J. Meyer, Resident Manager.

NEW YORK 38, N. Y.—99 John Street, Room 1103, Tel. Beckman 3-3958. Ralph E. Richman, Vice-Pres.; J. T. Curtin, Resident Manager.

PHILADELPHIA 9, PA.—123 S. Broad Street, Room 1127, Tel. Pennypacker 5-3706. E. E. Fredrikson, Resident Manager.

PITTSBURGH 22, PA.—503 Columbia Bldg., Tel. Court 1-2494. Jack Verde Stroup, Resident Manager.

SAN FRANCISCO 4, CAL.—507 Flatiron Bldg., Tel. Exbrook 2-3054. F. W. Bland, Pacific Coast Manager.

Attention:
tives:
dars,
Goodv
Labels
money
produc
& full
Natl.
Chamb

Fire ins
reports
Colon
and on
serving
AMER
828

was than
edge.

on hand
He had
one week
with a gall
every was
neumonia.

own local
has been

Seattle re-
turns, Inc.,
k from a
attend the
York.

and chief
department,
at Talla-
m a heart

Dubuque
married to
a.

ident of
agency of
age of 64.
1907 and
school in
ence busi-
1920 was
assistant
at New
F. Smith &
and he be-
th's death
s head of

ge of the
f the New
since 1938
ears, died.
fire and
ting.

arson de-
National
0 at New
National
r a brief
the U. S.
had been
National

Lansing,
president
sult of a
elley be-
a follow-
Orr. He
d general
s. He was
Michigan
St. Johns
n county
udge. He

etary.

to.

road Street,
706. ■ ■ ■

mbia Bldg-
roup, Res-

trition Bldg-
and, Pacific

served as president of both Ingham County Bar Assn. and the State Bar of Michigan. He was a member of the state board of law examiners and the state board of commissioners on uniform laws at the time of his death.

JULE M. HANNAFORD, JR., 68, resident vice-president of Marsh & McLennan at St. Paul, was killed Dec. 4 when his car collided with a bus as he was driving over icy roads from his home at White Bear Lake to St. Paul.

Mr. Hannaford, the son of a former president of the Northern Pacific Railway, has been in the insurance business since 1932 when he established the Hannaford-O'Brien local agency at St. Paul. That agency was consolidated in 1945 with Marsh & McLennan and Mr. Hannaford became resident vice-president.

Mr. Hannaford graduated from Yale University. He had been active in agency circles and was a past-president of Insurance Agents Assn. of St. Paul, as well as a member of the executive committee of the Minnesota association.



J. M. Hannaford

THOMAS RUTHERFOORD, 73, veteran Roanoke, Va., local agent, died there. He had been ill for more than two weeks with a heart ailment. He entered insurance in 1916 when he and Horace R. Maher established the firm of Rutherford & Maher. Four years later the firm opened branches at New York and Welch, W. Va., but the latter was sold in 1929. In 1933 the Roanoke agency was reorganized and Mr. Rutherford became a senior partner of the new Rutherford Insurance Agency and president of Rutherford & Maher in New York. He was a past president of Roanoke Insurance Board and first chairman of an advisory committee formed to handle insurance matters for city properties.

E. EUGENE PLACE, 61, vice-president of American Mutual Liability, died after a long illness. He joined the company at Boston as a district engineering manager in 1930 and was transferred to the New York office sales department in 1934. He remained there one year and returned to Boston as district sales manager, in 1938 assuming the same duties in the division office in Philadelphia, later being named resident vice-president.

He transferred to New York as vice-president of the eastern division, and in 1945 was elected a full vice-presi-

(CONTINUED ON PAGE 28)

Attention Real Estate & Ins. Executives: Buy your advertising calendars, Specialties, Office supplies, Goodwill gifts, Holiday merchandise, Labels & Signs from us and save money. Open acct. to rated co's. Our products are known the world over & fully guaranteed. Reference: 1st Natl. Bank, No. 4th St. Branch, Chamber of Commerce.

ARCO SALES
P. O. Box 6187 Sta. B,
Albuquerque, N. M.

Fire insurance inspections and underwriting reports on major risks in
Colorado—New Mexico—Wyoming
and on small risks in Denver City. Now serving 65 companies. Inquiries invited.
AMERICAN INSPECTION COMPANY
828 Majestic Bldg., Denver, Colorado

HERNDON GIVES SIZEUP

Federal Insurance Problems Didn't Evaporate on Nov. 4

Maurice Herndon, Washington representative of National Assn. of Insurance Agents, in addressing the meeting of Assn. of Local Agents of the City of New York, voiced the belief that with the exception of the compulsory health insurance issue, the problems of insurance remain about as they were following the Nov. 4 election. However, it is important that the conservatives are in control of Congress. He emphasized that control has been lost to Rep. Celler of New York who was chief Congressional advocate of federal investigation of insurance.

This puts a new light on the resolution that Rep. Javits of New York promised to reintroduce next year with the ostensible purpose of investigating auto accidents and the increasing auto insurance rates. This resolution has several large groups backing it including American Automobile Assn. This resolution would go to the House judiciary committee and the insurance business probably would have had a rough and not particularly fair "going over" under Celler. Rep. Reed of Illinois, the new House judiciary chairman, will deal more fairly, however, if this resolution is brought to a hearing, he said.

He said there had been no further developments in the preliminary Justice Department investigation of alleged auto insurance tie-in sales in New York state.

There will probably be attempts at a general tax reduction, but it is doubtful that there will be any change in insurance taxation. There is, Mr. Herndon said, some behind-the-scenes talk of a further easement of mutual taxes, but this cannot be pinned down. Rep. Dan Reed of New York, chairman of the House ways and means committee, has developed into a crusading champion for the rights of cooperatives and mutuals, he said.

The House agricultural committee had as chairman Rep. Cooley of North Carolina, who is a proponent of a federal country-wide all risk, all crop insurance program. Federal Crop Insurance Corp. is a bi-partisan issue and the agent's problem here is a big one, he said. He recalled that the N.A.I.C. state national directors had requested Insurance Executives Assn. to study crop insurance and decide once and for all whether private insurance can write this. If the federal government is to be prevented from taking over completely and permanently in this field, the insurance answer must be ready by early spring as to how private insurance perhaps with federal reinsurance can handle the coverage.

International developments and public interest will determine the future of war damage insurance, but it looks as if recognized insurance techniques will be out, he said. Under the national security resources board proposal the President would have the power to declare a moratorium on private insurance obligations connected with any war emergency. The federal government has worked extensively with private insurance interests trying to find the final answer, he said. Senators Schoepel and Carlson are expected to reintroduce their bill to establish a National Disaster Insurance Corp. to write earthquake, tidal wave, hurricane and flood insurance.

The bill that died in the last Congress to allow individual local property insurance agents (self-em-

ployed) to elect whether or not they want social security coverages will probably be reintroduced. American Bar and American Medical Assns., he observed, are pushing the bill to allow for a federal tax deduction of certain money contributed by a self-employed person which would include the local property insurance agent to his own voluntary retirement plan.

The fact is, he said, that most of the problems in Washington are permanent ones and will be with the insurance business regardless of the political atmosphere. Mr. Herndon touched on the fact that after several years of quiet N.A.I.C. effort, the public housing authority requirement that insurance on local public housing units must be awarded on a bid basis to the "lowest net bidder" has been eased to a bid "reasonably within range," which is a 20 to 25% differential. The big stumbling block now in trying to get more of this housing business for the stock agents is the refusal of PHA to accept any policy with a coinsurance clause.

Mass. Brokers' Bill Would End Installment Pay Plans

A bill filed for Massachusetts Insurance Brokers Assn. for consideration by the 1953 state legislature would abolish installment payment plans for fire insurance and reduced rates for renewing policies for more than one year.

Amends Reinsurance Rules

The N.A.I.C. subcommittee on examinations practice and procedure manual revision at its meeting in New York agreed to amend the rules on reinsurance credits to accord with those made by the N.A.I.C. last June.

The group also will make available to insurers the manual of examinations, through the N.A.I.C. central office.

Ponder Idea of Expanding N.A.I.C. Headquarters Work

An inconclusive meeting was held at New York Sunday afternoon during the commissioners meeting on plans for expanding the services of the headquarters office and means of financing it. Dickey of Oklahoma had made a report and this was discussed. One suggestion is that the headquarters prepare an index of N.A.I.C. proceedings from the beginning. Another is to send out reports of zone meetings.

The assistant secretary might engage in non-technical research and that would require additional personnel. The consensus seemed to be that to have the office serve as a clearing house on agents whose licenses have been canceled would be full of dynamite. It might breed libel actions.

Mr. Dickey was directed to make studies on various bases for allocating contributions for support of the headquarters, such as by premiums, premium taxes collected or what not. It was agreed that the assistant secretary should not engage in technical research.

View New Term Plan in N. H.

as Test on Favorable Ground

Adoption of new term discounts in New Hampshire is said to represent a test under perhaps more favorable conditions than would be possible today in most other states. New Hampshire does not have the installment pay plans, and the indications of an experiment would not be clouded by the effects of them.

The pay plans unquestionably are exerting strong influences on the old term discount structure. These influences are not yet clear by any means, and a test in a territory where pay plans are in process of expanding would not be decisive.

REINSURANCE

Crop Hail - Fire and Allied Lines



Organized in 1893

1019 High Street

Des Moines 9, Iowa



APPRAISERS

FOR CORRECT COVERAGE AND
PROOF OF LOSS ON ALL TYPES
OF BUILDINGS AND EQUIPMENT

WRITE HOME OFFICE

COATS & BURCHARD CO.

CHICAGO 40, ILLINOIS • THE PIONEER ORGANIZATION

Insurance Needs Outlined

WASHINGTON—Small defense plants administration has published "Business Insurance—II," second of four leaflets on the subject, for information of small business men. Prepared by Assn. of Casualty & Surety Companies research department, the leaflet discusses under separate headings in detail workmen's compensation and various types of A. & H., also

costs, types of benefits and types of coverage.

The leaflet also explains very briefly different methods of financing business insurance and suggests the desirability of small business men discussing individual problems with agents or company representatives.

Insurance Women of San Antonio, will hold their Christmas party for members and special guests Dec. 16.

Lloyds Talk at St. Louis

R. J. McRobert, managing director of J. H. Minet & Co., of London outlined the operations of the London Lloyds at a luncheon meeting at St. Louis. He also explained in some detail the reasons for the recent large increases in Lloyds liability tables. The luncheon was attended by about 50 representatives of St. Louis agencies. R. M. C. Ormrod of Ormrod & Co., local

representative of Lloyds, was host at the luncheon.

Visitors attending the annual meeting of American Foreign Insurance Assn. at New York were R. A. Cameron, manager for Australia and New Zealand; A. C. Lackey, inspector of branches for that area; A. L. Pither, Pacific Coast manager, and A. E. Lampe, manager at Washington, D. C.

DIRECTORY OF RESPONSIBLE

INDEPENDENT ADJUSTERS

CALIFORNIA

CASUALTY, ALL LINES AUTOMOBILE
BEN I. HAYMAN
INSURANCE ADJUSTER
1150 WILSHIRE BOULEVARD
LOS ANGELES 17, CALIFORNIA
Telephone: MADison 9-3027
30 YEARS OF SATISFYING SERVICE

COLORADO

KEMPNER CLAIMS SERVICE
— ROCKY MOUNTAIN STATES —
INSURANCE ADJUSTERS
— ALL LINES —
1068 Gas & Electric Bldg., Denver, Colorado
Telephone Tabor 5734

DIST. of COLUMBIA

DICKSON ADJUSTING CO., Inc.
1627 K St., N.W.
REpublic 6389
Washington, D. C.
BRANCHES
Annapolis, Md. Phone 2540
Baltimore, Md. Phone Plaza 0940

FLORIDA

MIAMI
RAYMOND N. POSTON, INC.
Adjusters all lines
189 S. W. 8th Street, Telephone 9-8440
FT. LAUDERDALE—124 S. E. 2nd Street
PALM BEACH—516 Lake Avenue, Lake Worth
KEY WEST—Refer to Miami Office

LEHNHARD-BURGESS
CORPORATION
MIAMI
Adjusters for all lines
Phone 9-4708 2828 Biscayne Blvd.

POMEROY & HARRISON
205 Exchange Building
JACKSONVILLE 2, FLORIDA
Office Phone Night Phones
3-9091 9-4606; 98-4694
ALL LINES COMPANIES ONLY

ILLINOIS

Adjusters All Lines
E. S. GARD & CO.
Chicago and Claims—Since 1920
175 W. Jackson Blvd. WABash 2-8880-1

ILLINOIS (Cont.)

Day Phone HARRison 7-9881
Night Phone SHeldrake 8-5819
JAMES J. HERMANN CO.
175 W. Jackson Blvd.
Chicago 4, Illinois
ADJUSTERS - AUTOMOBILE
INLAND MARINE - CASUALTY
Aurora, Ill. - Merchants Natl.
Bank Bldg. Aurora 6-1117
Waukegan, Ill. - 223 No. Genesee
Bldg., Malesio 3-0936
Serving Northern Illinois and
Indiana - Southern Wisconsin -
Southwestern Michigan

LYNCH ADJUSTMENT CO.
Home Office—
Springfield, Illinois
Illinois Branch Offices
Alton - Decatur - East St. Louis
Peoria - Jacksonville

Phone HARRison 7-3230
THOMAS T. NORTH, INC.
ADJUSTMENT COMPANY
Adjusters All Lines
175 W. Jackson Blvd., Chicago 4

TOPLIS & HARDING
WAGNER & GLIDDEN, INC.
Insurance Adjustments
All Lines
Chicago Boston New York
Los Angeles Detroit

INDIANA

DUNCAN & SWAIN
Third and Main Bldg., Evansville 3, Indiana
General Insurance Adjusters Operating in
Southern Indiana
Southern Illinois
Western Kentucky
Northwestern Tennessee
Southeastern Missouri
Branch office: 428½ Broadway, Paducah, Ky.

INSURANCE CLAIM SERVICE
Chanticleer Building, 24 North 8th Street
Terre Haute, Indiana
Phone Crawford 8288
22 years experience, operating in eastern
Illinois and western Indiana
Legal personnel, all types of claims and losses.

IOWA

MIDWEST MOTOR AGENCY
Automobile physical damage
and P.D. claims.
Handled by experts in material
damage claims. Our adjusters formerly
associated with National Finance
Company Insurance affiliates
Serving the Tri-State Area
Southern Wisconsin
Western Illinois - Iowa
James R. "Jim" Green, Manager
1157 Central Avenue
Dubuque, Iowa
Phone 3-3531

MARYLAND

DOUGLAS E. SCHOOLEY
Adjusters - All Lines
1010 St. Paul St. Plaza 7729
Baltimore 2, Md.

DICKSON ADJUSTING CO.

ANNAPOLIS BRANCH
42 State Circle
Phone 2649

BALTIMORE BRANCH
225 E. Redwood St.
Phone Plaza 6940

HOME OFFICE
Washington, D. C.
Phone REpublic 6389

MICHIGAN

Robert M. Hill, Pres. E. B. Systrom, Vice-Pres.
The Robert M. Hill Co., Inc.
INSURANCE ADJUSTERS
1354 Penobscot Bldg., Detroit 28, Michigan
Woodward 5-8654

Adjusters All Lines Phone 21686-7
MICHIGAN ADJUSTMENT BUREAU, INC.
Gordon L. Ingobritson, Pres. & Genl. Mgr.
208 North Capital Ave.
Lansing 7
Branches:
Battle Creek, Benton Harbor,
Detroit, Flint, Grand Rapids,
Kalamazoo, Monroe, Saginaw,
Traverse City

NEBRASKA

CHERRY-WENDT ADJUSTMENT CO.
Geo. T. Cherry, Assoc. Mgr.
Henry E. Wendt, Assoc. Mgr.
308 BRANDEIS THEATRE BUILDING
OMAHA 2, NEBRASKA
Fire—Casualty—Marine—Auto—Aviation
DAY AND NIGHT PHONE JACKSON 0226

NEVADA

R. L. GRESHAM & CO.
General Insurance Adjusters
Phones 4733-8164
418 E. Carson Avenue
LAS VEGAS, NEVADA
Serving Southern Nevada—South-
western Utah—Kingman, Arizona
and Needles, California.

OHIO

O. R. BALL, INC.
Fire - Inland Marine -
Allied Lines
1542 Hanna Building
Cleveland 15, Ohio
Phone: SUPERior 1-7850

OHIO (Cont.)

D. J. SCOTT & SON
302 Home Savings & Loan Bldg.
Youngstown 3, Ohio
Phones 7-4384 & 7-4366
Night 2-6434 & 8-0671
FIRE & ALLIED LINES
30 Years Experience 24 Hour Service

THOMAS D. GEMERCHAK
Insurance Adjustments
All Lines
418 Citizens Bldg., Cleveland 14, Ohio
Phones Off. Su. 1-2886 - Res. Fa. 1-9440

R. S. LANDEN ADJUSTMENT CO.
83 So. High St., Suite 409
Columbus 15, Ohio
Telephone: Fletcher 2447
Residence: Kingswood 6578
FIRE—AUTOMOBILE—INLAND MARINE—
AVIATION

OKLAHOMA

C. R. WACKENHUTH AND SON
C. R. WACKENHUTH R. C. WACKENHUTH
ADJUSTERS FOR THE COMPANIES
ALL LINES
887 Orpheum Building, Tulsa, Oklahoma
Phones 2-5488 4-3858

Woodard Claims Service
Adjusters - All Lines
Home Office: Oklahoma City
1620 N. Broadway - Tel. 3-0427
Branch Offices:
Ardmore - Clinton - Lawton
Muskogee - Tulsa

UTAH-IDAHO

SCOTT WETZEL
COMPANY
428 So. Main St. - Salt Lake City
258 West Broadway - Idaho Falls, Idaho
Tribune Building - Pocatello, Idaho

VIRGINIA

DICKSON ADJUSTING CO., Inc.
Farmers & Merchants
National Bank Bldg.
Winchester, Va.
Day Phone—Winchester 4118
Night - Winchester 7781
HOME OFFICE
Washington, D. C. Republic 6838

Safe Driver Plan Is Decided Upon for Canada

**3-Year Accident-Free
Record Wins 20% BI-PDL
Premium Discount**

Members of Dominion Board of Insurance Underwriters have agreed in principle on a safe-driver plan applicable to BI and PDL rates in 1953.

For drivers in the A-1 classification—that is for cars used for pleasure only and with no driver over 25 years of age, there will be a 20% "no accident discount" for drivers that have been accident-free for the last three years. The rate for 1953 probably will be announced on April 1 and the discount plan and new rates will become effective simultaneously. Due to the great amount of statistical work involved, the Dominion Board companies are not ready to announce the new rates at the usual time in mid-December.

To qualify the drivers would have to declare they had not been involved in an accident for three years. The announcement said that the plan has been worked out in an attempt to find a way to reduce accidents on the one hand by offering motorists a financial inducement to drive carefully, and also to keep the burden of higher rates from falling on the accident-free driver who is not responsible for the upward trend in rates. Whether the discount plan could later be extended to other classifications of driver would depend on experience during an experimental period, the announcement said.

The independent companies as well as Dominion Board members are going to offer the safe driver reward plan. Some of them were piqued at the announcement by the board so far in advance, it is said. They say they will be bothered by requests for discounts before it becomes effective and also there may be a rush on the part of those with an accident record to get insured at the present rates, which may turn out to be less than the new rates after application of the 20% discount.

There is much interest in how the claim of three years spotlessness is to be substantiated. Some feel this will be a simpler matter than it would be in the U. S.

Want Highway Safety Director Post in Indiana

Gov. -Elect George N. Craig of Indiana has announced that he will recommend to the legislature that a new state post of safety director be established, the purpose being to combine all activities affecting highway safety in the state.

The proposed director would be an advisory official who would study dangerous areas in the road system, and proper licensing of drivers, inadequate law enforcement, and proper maintenance of vehicles and training for drivers.

Indiana Assn. of Insurance Agents last year established the post of safety director and Morris Carter has been handling that activity for about eight months.

Aspects of Health Care Treated at N.A.I.C. Meeting

A symposium on various aspects of health service was staged Monday morning at the session of the N.A.I.C. Blue-Cross-Blue Shield subcommittee with Leslie of Pennsylvania presiding. Speakers were Abraham Oseroff, vice-president of Pittsburgh Blue Cross; Frank Dickinson, economist for American Medical Assn.; E. Dwight Barnett of Detroit, trustee of American Hospital Assn.; Dr. Charles Gordon Heyd, president of United Medical Service of New York; Jay C. Ketchum, executive vice-president of Michigan Hospital Service Assn.

Except for Mr. Barnett, the talks were non-controversial. He indicated strong partisanship for Blue Cross as compared with commercial insurance company coverage. He said he fears if the commercial companies become too strong they will tend to control the purse strings and control the nature of medical service. In Detroit, he said, 71% of the hospital patients come in under prepayment plans. Fifty percent are Blue Cross and 21% commercial companies. Under the Blue Cross he said there is a 3-way contract and the net effect is that the hospitals are selling their services on a prepayment non-profit basis. He said he would not lose his fear that commercial companies would exert dollar control over medical-hospital services until they sat down and discussed their place in the whole picture. The hospital people have no say in the matter when the commercial companies are making a profit on "our services."

Although the representatives of the commercial companies got hot under the collar at this, the hour was getting late and they decided against making an issue of this at that forum.

Dr. Oseroff said there are now 87 Blue Cross plans. They insure about 43 million persons and there are an equal number insured under group plans of commercial companies. That total is more than half the population of the country. Blue Cross premiums this year will run \$600 million. All of this has been accomplished under voluntary plans without government subsidy.

He touched on the high cost of health care, saying this could be reduced if the standards of 20 years ago were to be applied. There have been rapid improvements and turbulent progress in health care and this has to have a price tag. The correction of the wage rate and the length of the work week in the hospitals had to come, but the effect was all the more severe because it happened during an era of inflation. Then there has been the introduction of new medical and hospital techniques. The financial concepts of 20 years ago are no longer applicable.

If the government paid its full share of caring for the indigent sick, the cost of hospital and medical care to others would be cut 10%. Too many voluntary funds have to go to pay for the care of indigent sick and staff training that should go for new equipment. There should be community action with hospital leaders to avoid duplication of services. The Blue Cross asks doctors and hospitals to avoid overuse of facilities.

Dr. Dickinson said the BLS index for 1951 was 185.6 against par for the period 1935-39. However, medical care

CONTINUED ON PAGE 27

Van Beynum Retires from Travelers "Ad" Post After 32 Years



C. W. Van Beynum

C. W. Van Beynum, manager of the public information and advertising department of the Travelers companies, will retire at the end of December after more than 32 years with the group. He joined Travelers in the publicity department in 1920. He was named assistant manager in 1926. He inaugurated the extensive national advertising program of the company in 1931 and has also directed its public relations, publicity and sales aids programs.

Early in his career, Mr. Van Beynum was a newspaper man at Janesville, Wis., and also spent three years in the fire insurance business as an agent and inspector in Wisconsin.

Before going with Travelers, he spent more than nine years with THE NATIONAL UNDERWRITER at Chicago in both the editorial and business departments. Mr. Van Beynum started the automobile news department of THE NATIONAL UNDERWRITER and also was responsible for the publication of its annual automobile edition.

He has been active in advertising, publicity and public relations committee work with Life Insurance Advertisers Assn., Assn. of Casualty & Surety Companies, National Board, and Insurance Advertising Conference. He was recently elected to the lower house of the Connecticut legislature.

For several years, Mr. Van Beynum and his wife have given considerable attention to the raising and exhibiting of Welsh Corgi dogs. He plans to devote even more time to this hobby.

Shirley Moisant Is To Celebrate His 50th Insurance Birthday

A dinner marking the 50th anniversary in the insurance business of Shirley E. Moisant is going to be held at the Hotel Kankakee Jan. 6. Mr. Moisant is one of the most prominent agents in the state and for many years was secretary of Illinois Assn. of Insurance Agents. He is also publisher of Agent's Forum.

Bring Marine Definition Up to Date Committee Aim

The N.A.I.C. committee on definition and interpretation of underwriting powers held a session at New York Tuesday morning. The aim now is to overhaul the so-called marine definition, bring it up to date, and try to get it reaffirmed by the industry and states on as uniform a basis as possible. The committee had been meeting last Thursday and Friday. Leslie of Pennsylvania is the chairman. The definition has not been revised since its original adoption except by the various amendments of the individual states. Partisans of the definition feel a new start should be made, a new look taken and the necessity for the definition appreciated by states and industry.

Credit Life, A. & H. Practices, Theories Sharply Challenged

**Household Finance Co.,
at N.A.I.C. Hearing,
Blasts Whole Idea**

Credit life and A. & H. theories and practices were sharply challenged at a session running nearly two hours Sunday morning of the N.A.I.C. subcommittee to study the rules and regulations governing such business. Southall of Kentucky was the chairman.

Counsel for Household Finance Corp. of Chicago delivered the principal attack. Paul F. Boyer of the Chicago law firm of Hubachek & Kelly, led off, saying that H. F. C. is a concern with \$300 million of consumer credit outstanding. The proceedings of the zone 3 commissioners, he said, were based on the assumption that all lenders and all borrowers are crying for credit insurance. H. F. C. asserts that all are not in favor of it. H.F.C. itself does not engage in that business and is opposed to any kind of tie-in sale with the credit transaction, be it insurance or otherwise. And, he insisted, there is not a great demand for it on the part of the borrowers.

He exhibited a 700 page book that is a compendium of the small loan laws of the country that had just been gotten together by Mr. Boyer's associate, Roger S. Barrett. There is one distinct prohibition that these laws set forth and that is against extra charges and he said H. F. C. is convinced credit life insurance violates those laws. He went on to say he was not referring to group insurance that is purchased to protect the interest of the lender. H. F. C. has been a self insurer but is now giving consideration to the purchase of group insurance. There would be no charge to the borrower under this plan, however. The cost will be defrayed by the legal charge for the loans.

Credit insurance is not a free transaction, he contended. It is an extra source of profit.

Later on Mr. Boyer said H. F. C. wants to be sure that the commissioners don't promulgate any rules that carry the implication that credit insurance is legal. Any such rules should relate solely to insurance aspects and should not impinge on a field that belongs to the banking commissioner.

Cheek of North Carolina said there is frequently the danger that a law of limitation may be converted into a law of grant.

Leading off the discussion was Dwight Hollenbeck of Credit Life of Springfield, O., who said that Consumers Credit Insurance Assn. of which he is president likes the zone 3 draft of suggested regulations.

Jasper M. Rowland, director of industry relations of Assn. of Better Business Bureaus said B. B. B. recognizes the value of credit life and A.&H. but is concerned at certain methods of sale that have cropped up. Complaints have been numerous in about 15 cities in the middlewest and south. These consist for one thing of charges that sales of insurance by lenders are made in states where such sales are prohibited by law; also that where it is permissive to sell such insurance the

CONTINUED ON PAGE 27

Airline Ticket Policy Competition Becomes Intense

The competitive pace is ever accelerating in the matter of airline ticket accident insurance. Associated Aviation Underwriters is far in the lead with its policies issued by Fidelity & Casualty, mainly through vending machines at airports and airline offices, but U. S. Aviation Underwriters during the past few months has been gaining ground and machines are being installed anew at many locations at which are dispensed policies of Employers Liability in behalf of U. S. A.I.G. The machine is made by the Vendo people of Kansas City.

At some places where there are exclusive contracts, there is the stiffest kind of competition to get the business. At many other places the machines are installed competitively. Also in a number of places Parker & Co. of Philadelphia operates booths manned by clerks at which are sold policies of Continental Casualty. On Jan. 1, Continental

Casualty is also going into the machine field, through Parker & Co.

Each of these companies is now issuing limits up to \$50,000, the premium being 25 cents per \$5,000 amount. Thus, at airports or ticket offices where all three are competing it would be possible for an individual to buy three policies providing a maximum of \$150,000 of insurance.

Court Holds Lawyer's Fee Based on Full W. C. Award

The New Jersey superior court interpreted a 1951 amendment to the workmen's compensation law, in the case of Travelers vs. Lumber Mutual Casualty, et al. It held that the fee of the lawyer who represented a workman in securing a third party settlement should be on the entire W.C. judgment awarded for the same injuries, not on just the part of the W.C. judgment that had been paid out by the W.C. insurer. The W.C. law allows up to 33 1/3% for attorney's fees in such cases.

The workman, Martin, employed by a company whose compensation insurer was Lumber Mutual Casualty, was injured during his employment, but through the alleged negligence of a third party, Schroth, who was insured in Travelers. Martin secured a W.C. judgment of \$6,072. He then sued Schroth and the case was settled for \$10,000. At this point, the W.C. insurer had paid \$3,472, and the settlement accordingly operated to release the W.C. insurer from further liability of \$3,000.

A dispute arose between Martin and Lumber Mutual Casualty as to the fee for the services of Cohn, Martin's attorney in the third party suit. Travelers brought suit to determine the issue and deposited its \$10,000 in court.

Lumber Mutual claimed that the computation of the fee should be based on the amount it had actually paid under the W.C. judgment, \$3,072.

The court pointed out that if as a result of action taken by an injured employee against a tortfeasor, an employer or his insurer are relieved from the statutory obligations under the W.C. act, they should bear the proportionate share of the attorney's fee producing such result, including the balance of the W.C. judgment from which they are relieved. This conclusion is equitable since they have been entitled to receive his statutory W.C. award from his employer or the W.C. insurer without deduction of any kind.

New Rural Rates in N.C.

SALISBURY, N. C.—Commissioner Cheek announced at a statewide rural fire protection meeting here that his office has approved a schedule of rates submitted by North Carolina Fire Insurance Rating Bureau for protected rural areas.

Such areas classified as A by the bureau will qualify for a 5% reduction and those classed as AA for approximately 10%. The difference in water supply will determine the ratings.

Universal Underwriters in Mo.

Universal Insurance Underwriters has extended to Missouri its facilities for writing hazardous line coverages. Oliver A. Berwin and J. E. Walton are the regional managers in charge of the St. Louis office. It comprises a pool of stock companies including Commercial Standard, National Indemnity, Peerless Casualty, Citizens Casualty, and London Lloyds. The pool limits are \$25/\$50/\$25,000 BI and PD on gasoline transports and butane trucks, and \$50/\$100/\$50,000 BI and PD on other lines.

Missouri Fire Prevention Assn. inspected Windsor Dec. 10.

Clean Risks Should Have Additional Limits: Bohlinger

In addressing the annual luncheon of Insurance Federation of New York, Superintendent Bohlinger suggested that the insurers reconsider the matter of granting automobile insurance in excess limits to clean risks that go through the assigned risk pool. He said he is pleased to learn that the New York assigned risk pool is considering giving the Connecticut statutory limits of \$20/20 to clean assigned risks.

Mr. Bohlinger vouchsafed that the automobile experience has taken a turn for the better and he cited the theory of some economists that the threat of inflation is no longer imminent.

Gov. John R. Lodge of Connecticut, who also spoke at the luncheon, expressed the belief that a better era is in the making in the realm of business and its relation to government. Insurance, he said, is a tremendous economic stabilizer. Insurance companies with their tradition of steady progress have operated as a great cushion to the economic shocks.

The insurance business has a world of factors in its favor, he went on. It is, he said, a highly scientific proven field. It cannot be based on guesswork. Whatever complaints may be made against insurance, they are not attacks upon slipshod methods or haphazard assumption of risk. They are rather leveled on the ground of over-conservatism, of resistance to change and of over-emphasis on actuarial detail. To what extent such criticism is justified, or whether it is justified at all in connection with a business that has to be meticulous to survive can best be judged by the industry itself, he said. Insurance must by its nature proceed slowly and cautiously, broadening its services only after much study and consideration. The question that must be asked, however, is whether with the maintenance of these high standards the industry is at the same time realizing its full potentialities to grow and to meet the changing needs of society.

Besides the election of Carl A. Young of Syracuse as president of the federation, as was reported last week, Raymond P. Dorland, New York City agent, was elected first vice-president. T. Morgan Williams, vice-president of

Home, and David S. McFalls, New York City, were named vice-presidents. E. S. Poole, Albany, is treasurer and William A. Waters, New York City, assistant treasurer. Everett H. Hunt is counsel and E. Kenneth Lawrence is secretary. Rankin Martin, Standard Accident, New York, is chairman of the executive committee, and Frederick D. Russell, president Security Mutual Life of Binghamton, is vice-chairman.

Mr. Young is a past-president of Syracuse Underwriters Exchange and is a former director of New York State Assn. of Insurance Agents. He was president of the Syracuse common council from 1941 to 1945.

Oct. Traffic Toll Down 3%; Up 2% for 10 Months

National Safety Council reports two months in a row with fewer auto deaths. Both September and October had decreases as compared with the corresponding months last year.

The October traffic accident death toll was 3,610—down 3% from October a year ago. Traffic deaths for 10 months totaled 30,830, an increase for this year of 2%.

Additional proof that cities are getting safer to drive in than rural areas was indicated by the October report. Compared with the 3% decrease in deaths for the entire nation in October, 459 reporting cities had a 7% decrease, while the entire nation had a 2% increase at the end of 10 months, those cities had a 5% decrease.

Lloyds Hikes Calif. Earthquake Rates 100%

London Lloyds have notified their brokers in California that they are increasing rates on earthquake insurance 100% effective Dec. 21. The rates will apply to losses not covered by the standard 5% deductible policies written by many American companies. Lloyds do not intend to change present rates of the deductible policies.

The new rates are: Small dwellings and frame buildings will go up from \$2.70 to \$5.50 per \$100 for three years; on steel frame buildings, from \$4.50 to \$10, and on class VI reinforced concrete, from \$7.50 to \$15.

Sikeston Agent Is Expanding

Joseph A. Leslie, local agent of Sikeston, Mo., has bought the G. J. Slickman agency at Oran, Mo., and he has established a new office in the Oran State Bank building. Mr. Slickman died in September and his former secretary, Miss Clara Heisserer, is in charge of the office, doing business as Oran Insurance Agency.

E. R. Weber, local agent at Enterprise, Kan., has purchased the Mears agency there.

When you check

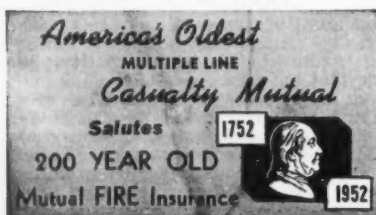


STOREKEEPER'S LIABILITY

✓ The merchant who does only a moderate volume of business cannot afford to run the risk of being put out of business by a liability claim. Yet he may feel that the comprehensive forms of liability protection would cost too much.

✓ While it does not take the place of a truly comprehensive policy, the Storekeeper's Liability policy does afford a "package" of protection that goes a long way. Shelby agents are making good use of this development in broad liability coverage.

The **SHELBY**
MUTUAL
CASUALTY COMPANY
of Shelby, Ohio
Insurance Since 1880



REINSURANCE Agency Inc.

309 W. Jackson Blvd.

CHICAGO 6, ILLINOIS

Andrew J. Helmick, Pres.
Tel. WAbash 2-7515

Supervising Agents

PEERLESS CASUALTY COMPANY
NEW HAMPSHIRE

REINSURANCE AND EXCESS COVERS

Treaty — Facilitative — Fire — Casualty
Quota Share — Surplus — Excess
DOMESTIC AND FOREIGN

May Rep Priv

A rec
sive he
all the
an insu
federal
Preside
needs
18, Dr.
last we

The
has tak
unitary
board."
mission
health
all and
people
times f
opposed
cracy
country
into th
The
been al
been a
the pol
job can
the tre
dustry,
he add
be use
private
tuning
help th
the ph

The
for hea
by loca
being o
grants
now ar
tals unc
ulate th
and to
facilita

Sugg for FH

A der
private
using I
against
made b
tigating
The col
in emp
tion tow
uct, and
VA ma
feasibil
crow de
device v
home p
correcte
solved
come in

The c
to shut
ments t
dissolve

Fault

Free
member
which v
uary, by
Woodm
a vacan
the cap
prepara
acute p
Capitol
the lot
day, as
churche

Ordno

WASH
and mol
Keating
partmen

Magnuson Group Report to Boost Private Insurance

A recommendation that "comprehensive health services can be delivered to all the people in the United States on an insurable basis without continuing federal subsidies" will be given by the President's commission on the health needs of the nation in its report Dec. 18, Dr. Paul Magnuson, chairman, said last week.

The commission, it is understood, has taken the attitude of "pushing voluntary prepayment plans across the board." Dr. Magnuson said the commission recognizes that comprehensive health care must be made available to all and that it should be started by the people at the grass roots. "I have many times freely expressed myself as being opposed to setting up a great bureaucracy to control anything in this country," he said. "No such plan enters into the philosophy of this report."

The doctor said that as far as he has been able to determine, there has not been a word of politics or influence on the policies of the commission. "The job can be done by private plans, by the tremendous medical setups of industry, by doctors in the home town," he added. "Federal grants in aid can be used to stimulate the growth of private prepayment but without continuing subsidies. 'Help the people to help themselves' is the principle and the philosophy."

The commission plan will provide for health centers to be set up and run by local communities with the work being done by local doctors. Federal grants in aid might be used, as they now are, in the construction of hospitals under the Hill-Burton act to stimulate the growth of diagnostic centers and to build up health personnel and facilities.

Suggest Bonding "Device" for FHA-VA Construction

A demand that contractors building private dwellings for home purchasers using FHA or VA loans be bonded against "serious deficiencies" was made by a house subcommittee investigating operations of FHA and VA. The committee recommended a shift in emphasis from speed in construction toward improvement of the product, and recommended that FHA and VA make a study "to determine the feasibility of a bonding device or escrow device or government insurance device which will provide protection to home purchasers against defects not corrected by builders who have dissolved their corporations or have become insolvent."

The committee advised FHA and VA to shut off future insurance commitments to builders who "hide behind dissolved corporations."

Faulkner Provides Parking

Free parking was offered to the members of the Nebraska Legislature, which will convene at Lincoln in January, by E. J. Faulkner, president of Woodmen Accident. The company has a vacant lot just across the street from the capitol and it has been cleared preparatory to building. There is an acute parking situation around the Capitol. The company has also offered the lot to adjacent churches on Sunday, as there are three big downtown churches within a radius of two blocks.

Ordnance Insurance Setup

WASHINGTON—Under the defense and mobilization program Thomas G. Keating heads the army ordnance department's insurance section. It handles insurance matters related to ordnance contracts under the defense projects rating plan. This concerns principally workmen's compensation and various forms of liability coverage in connection with operation of defense plants producing ordnance material, whether they be government-owned plants operated under lease or private plants.

Mr. Keating has been in insurance work for 30 years with Cornwell & Stevens, John C. Page & Co. and American Auto.

Nichols Retires As Wis. Rating Bureau Manager

George E. Nichols, for 34 years manager of Wisconsin Fire Insurance Rating Bureau, Milwaukee, will retire Dec. 31. He will be succeeded by Wendell L. Phelps, assistant manager since 1929.

Mr. Nichols joined the bureau in 1919, two years after its name was changed from the Wisconsin Inspection Bureau. Previously he had been manager of Nebraska Inspection Bureau at Omaha. He is a graduate of Northwestern University. Since he became manager, the staff has grown from about 40 employees to 145 persons at Milwaukee and branch offices at Superior, Eau Claire, Wausau, Oshkosh and Madison.

Mr. Phelps attended Albion (Mich.) College and joined the Wisconsin bureau in 1920. He was manager of the Wausau and Oshkosh branches before becoming assistant bureau manager at Milwaukee.



Test your business vision...

Could you recognize the 3 D's—Dishonesty, Destruction, Disappearance—in time to save your assets? Can you spot a dishonest employee? A forger? Can you see a burglary or holdup coming? Don't strain. Get a Maryland "3-D" policy. It protects your money and securities against all loss arising from the 3 D's. Ask your Maryland agent or broker for details.

Remember: because your Maryland agent knows his business, it's good business for you to know him.

"Unforeseen events... need not change and shape the course of man's affairs"

MARYLAND CASUALTY COMPANY

Baltimore 3, Maryland

All forms of Casualty Insurance, Fidelity and Surety Bonds, for business, industry and the home, through 10,000 agents & brokers.

Another compelling advertisement to help Maryland agents and brokers sell businessmen the broad protection of the 3-D Policy.

DDDDDDDDDD

Richardson Reports Progress in Revising W. C. Form and Table

Progress was reported by H. F. Richardson, manager National Council on Compensation Insurance, on revision of the American accident table and on a program of small policy economies, at the meeting in New York of the workmen's compensation committee of National Assn. of Insurance Commissioners. Larson of Florida presided.

A revised W. C. form now is in the draft stage, and soon will be reviewed by company members of the national council, Mr. Richardson said. This is a part of the economies program and the aim will be to secure its adoption country-wide on a uniform basis since so much W. C. business is country-wide.

Otherwise, the council has found the small risk problem possesses so many facets it is not practical to introduce individual parts of it one at a time. Time is needed to coordinate the parts in a program.

About 85,000 individual accidents have been analyzed, he said. One stumbling block has been partial accidents, on which W. C. insurers can't furnish data. Here the council is checking with A. & H. underwriting groups and monopolistic state funds that have a one-day waiting period. The study for revising the accident table is progressing, he said.

The committee instructed the subcommittee on small policy economies headed by Day of Illinois to continue its work.

Cuban Airliner Goes Down

A DC-4 airliner crashed and burned in the ocean off Bermuda near Hamil-

ton as it was taking off on the last leg of its trans-Atlantic flight from Madrid to Havana. Most of the 41 persons aboard were killed or died of injuries. The plane was owned by the Madrid-to-Havana Cuban Aviation Co., a subsidiary of Pan American World Airways, which is insured in U. S. Aviation Underwriters. The airplane carried a crew of eight and 33 passengers.

Loyal Protective Changes Non-Can Rates, Benefits

Loyal Protective Life has reduced rates on all of its non-cancellable A. & H. plans at most ages and has added several new supplementary coverages and a number of underwriting liberalizations.

On all policies except the family hospital policy, rates have been reduced at all ages through 50. Above age 50 there are slight increases. A \$400 maximum reimbursement surgical schedule has been adopted to supplement the previous \$200 and \$300 maximum schedules.

The blanket accident and medical expense rider has been adopted for use with the family hospital policy. A new rider will make a regular policy non-occupational at a reduced premium. Full aviation coverage is now available with any policy at additional cost. The maximum limit of indemnity on any one individual has been increased to \$400 a month in certain occupations. Non-medical has been extended to include policies providing sickness benefits for as long as 10 years. There has been a general liberalization with regard to female risks, including higher limits and the availability of protection for employed married women.

500 Attend Tex. A. & H. Congresses

More than 500 agents registered for the various sessions of the sales congress sponsored by Texas Assn. of A. & H. Underwriters that opened in San Antonio Dec. 1. The caravan moved on to Houston, Dallas, Abilene and Oklahoma City. At each stop, an identical program was presented, the only change being that the local A. & H. president in each town was the program opener.

At San Antonio, A. D. Anderson, Occidental Life, gave the greetings. Frank N. Gordon, Gordon agency, was in charge at Houston; Allen Cuerton, Combined American, at Dallas, and R. L. McMillon, B.M.A., at Abilene.

Opening speaker was John G. Galoway, Provident Life & Accident, Birmingham, Ala., president of the International association, who spoke on "Mass Selling." He urged that more thought be given to group, saying that if group A. & H. is properly written it leaves a market for individual policies. Many agents sell group without recognizing what is required to constitute it and what type of service it should receive, he said. New people come into the group through the year, and this plus the servicing the group should receive creates opportunities for new sales.

The agent attempting to sell a group case should go to the president of the concern, he noted, because the sale must be made through the one who makes the decision on buying.

"Time for Action" was discussed by Edward H. O'Connor, managing director of Insurance Economics Society, who called attention to the part the introduction of social security in different countries has played in forwarding socialization of the states. Social security, he said, is based on the idea that people should have what they do not earn. No security, he went on, can exceed self-reliance. He emphasized the danger of acceptance of a dole, the surrender of personal responsibility and the accepting of social security and the effects of 15 years of propaganda on this subject have had. He urged that insurance men watch the coming progress, noting that the election did not guarantee changes for which insurance people might hope.

Wesley J. A. Jones, director of A. & H. sales for Mutual Life Ins. Co. of New York, in his talk, "You Do Not Need A Better Mousetrap," declared that it is human nature for the men in the field to gripe.

The most common need is better policies and a greater consciousness of this need in the home office, Mr. Jones declared. The demand of the man in the field makes for improvement, he said, suggesting, however, that the salesmen can do a better merchandising job of the product the companies are now providing.

The entrance of life companies into the A. & H. field, Mr. Jones opined, is beneficial and is the result of an awakening to the fact that the companies have not been serving the public as fully as they should. The companies have not been giving the type of service that has been needed.

Mr. McMillon, who is also a regional director of the Texas association, gave a talk on "Penetrating Oil." The successful man must give complete service, he said. The agents who become "education-happy," Mr. McMillon said, become almost completely technical and they can only be saved by getting down to earth.

To succeed, the salesman must learn the five basic points of salesmanship. Professional status may cause the salesman to expect people to come and buy.

After he makes a sale, Mr. McMil-

lon sends a note of thanks to his new policyholder. When he sends a birthday card, he writes a personal note in his own handwriting. He said that he made a sale to a man that involved a premium of \$30 a month, and when he asked the man why he had bought, the answer was that it was because of Mr. McMillon's birthday cards.

Suggests Exploring Idea of National Underwriters Unit

(CONTINUED FROM PAGE 2)

organization or segment of the business. Any program would of course have to provide for conference and consultation with underwriters, producers, adjusters and rating organizations. He suggested securing the opinions of commerce and industry associations concerned with the issues.

Barry Truscott, president of Camden Fire, reported that membership in the association has reached 141 companies. Mr. Miller, chairman of the executive committee, reported on activities of the association for the year.

A. L. Polley, vice-president of Hartford Fire and chairman of the rating methods research committee, outlined the methods improvements study currently under way in connection with rating organization operations. He suggested the definite need for developing manpower in these organizations on a career basis.

John R. Robertson, Phoenix-London, chairman of the public relations committee, reviewed the recommended reorganization plans for field club cooperation in P. R. activity and stressed the need for affirmative recognition of field clubs for their public relations potential to the business. He complimented Stanley S. Cowman, chairman Pennsylvania Assn. of Insurance Agents' public relations committee, for the organizational work which resulted in the formation of P. R. committees in 38 local boards in that state during the past year.

Mr. Glendening, conference committee chairman, praised Morton V. V. White of Allentown, Pa., chairman of Eastern Agents Conference's conference committee and others for their fine work in the discussions of problems that have been held.

At the annual dinner Mr. Bowersock acted as toastmaster. He introduced honorary members attending, Guy Beardsley, former vice-president of Aetna Fire; Chris D. Sheffe, former U. S. manager of London Assurance; Paul B. Sommers, former president of American, and Harry von der Lieth, former assistant secretary of Phoenix of London.

To Open Pottstown Office

The Middle Department Assn. of Fire Underwriters will open a district office at Pottstown, Pa., in the near future. Stamping office and inspection work covering four counties and parts of two others will be transferred to Pottstown from the Philadelphia headquarters.

Conn. Agents Further Safety

Connecticut Assn. of Insurance Agents is planning to form highway safety committees in each of the larger communities of the state. Wayne O'Connell, local agent at Norwich and former mayor there, head the planning.

The association will seek the aid of police departments, service organizations and other groups that will cooperate to form traffic safety committees.

*Serving the Public, Commerce and Industry
through the Local Insurance Agent . . .*

BURGLARY

AUTOMOBILE

GENERAL LIABILITY

COMPREHENSIVE LIABILITY

WORKMEN'S COMPENSATION



GUARANTEE INSURANCE COMPANY

Western Division and Home Office: 1671 Wilshire Blvd., Los Angeles, California

Mid-West Division: 108 E. Washington Street, Indianapolis, Indiana

Southern Division: Mercantile Commerce Building, Dallas, Texas

O.K. Products Liability for Aircraft Contractors

WASHINGTON—The munitions board has approved a directive authorizing products liability for aircraft contractors. It supersedes and cancels a directive issued Dec. 8, 1951. The secretaries of the army, navy and air force are instructed to take action to implement the new directive and submit revised regulations, procedures and instructions to the munitions board within 30 days after Dec. 5.

Predicts 20% Increase in Mass P.D.L. Rates

An increase of 20% in automobile property damage liability rates for 1953 in Massachusetts has been predicted by Rep. H. W. Canavan (Dem.) Revere. He said the increase will be announced by Commissioner Sullivan within a few days. This will be in addition to the 18.5% increase in auto BI liability rates announced by the commissioner a few days ago.

There will be no special session of the state legislature to act on the rates set by Mr. Sullivan, since only a few representatives and senators filed notice of approval of the session while a majority of each House is required. Mr. Canavan was sponsor of this special session idea.

Rep. R. F. Murphy of Malden, who is expected to be Democratic minority floor leader in the 1953 session, has announced the official Democratic program in the House. Three of the bills pertaining to insurance call for a state rating bureau to establish workmen's compensation rates; a rating bureau for compulsory motor vehicle insurance, and the establishment of a motor vehicle accident board with power to hear and adjudicate claims for personal injury or death under the compulsory motor vehicle liability insurance law.

Toledo Attacks Ohio W. C. Levies as Excessive

The city of Toledo has filed suit in the Ohio supreme court to force the Ohio industrial commission to return an estimated \$350,000 in insurance overcharges. Should Toledo's plea be granted, it could mean the return of millions of dollars to other cities, counties, school boards and smaller political subdivisions which have paid similar forced contributions, according to John J. McCarthy, city law director.

The petition states that contributions to cover workmen's compensation for public employees are collected arbitrarily from the various political subdivisions by having the county auditor withhold an amount which the commission estimates as the subdivision's annual contribution from real property taxes before these are distributed to the subdivisions. It charges that since 1913 the commission's collections in every county of Ohio have greatly exceeded the amount sufficient to meet the individual obligations of each taxing district, such as Toledo.

Two Join Association

American Fire & Casualty of Orlando and National Union Fire have been elected to membership in Assn. of Casualty & Surety Companies, bringing the total membership to an all-time high of 113.

Inland Empire to Expand

Inland Empire of Salt Lake City is taking steps to expand its geographical field and has applied for entrance into Montana and North and South Dakota. It writes all lines of casualty

and automobile insurance, and operates in Utah, Idaho, Colorado and Nevada. At Oct. 1, Inland Empire reported assets of \$706,014, capital \$200,000 and net surplus \$178,720.

Industrial Indemnity On Big Pacific Coast Bonds

Erickson, Phillips & Weisberg and Ball & Simpson, at a price of \$1,196,231, have been awarded a contract by the state of California, for highway lighting, traffic signal systems, grading and surfacing approximately one mile of state highway between Fallon and Market streets in Oakland. Eaton & Smith has been awarded a contract for grading and bridge work in Fresno county by the state. Contract price is \$732,384.

Industrial Indemnity was the originator on the Eaton & Smith bond, and co-surety on the Erickson, Phillips & Weisberg and Ball & Simpson bond.

Mid-West Insurance Buyers' Assn. will conduct its Christmas party Dec. 18 at the Chicago Bar Assn.

Va. Alleges Violation of Countersignature Law

Continental Casualty has been directed to appear at a public hearing at Richmond Feb. 3 on charges lodged by the Virginia State Corporation Commission of procedural violations. The announcement to the press said that these alleged violations are technical. It is understood that last summer a representative of the Virginia department spent about two months at Continental Casualty head office, and it is also understood that similar visitations have been made to the offices of other important companies.

Most of the alleged violations deal with the strict and unusual Virginia resident agent countersignature law. This requires the resident agent to countersign policies on Virginia risks that are placed by non-residents and the resident agent is required to receive the full commission, and he must retain at least 50% of the commission, the balance going to a recognized licensed non-resident agent or broker.

Virginia has been in the forefront

in advocating that National Assn. of Insurance Commissioners in its convention examination procedure include an investigation and report on the compliance of the company with rating laws, etc.

Virginia Corporation Commission lists 18 separate points on which Continental Casualty is to answer at the hearing.

New W. C. Commissioner

LITTLE ROCK—Governor McMath has named Arnold Sikes, Paris, Ark., to a six-year term on the workmen's compensation commission. He succeeds Paul Caperton, Pine Bluff, who has held the position since 1945 as the labor representative on the commission.

Elect at St. Louis Jan. 20

The annual meeting of Insurance Board of St. Louis will be held Jan. 20. The new officers will be installed by Superintendent Leggett of Missouri at a dinner-dance Jan. 21.



PERSONAL LIABILITY

It's a good time to remind clients that CPL insurance protects them not only while hunting but in all sports and activities, at home or away; and it also protects the whole family against liability for injury to others or damage to property.

It's one of the best insurance values available, because of its low cost and broad coverage.

Spark your sales with CPL.



It's Wise to Centralize

CENTRAL SURETY AND INSURANCE CORPORATION

A Multiple Line Company

R. E. McGINNIS, President

HOME OFFICE KANSAS CITY, MISSOURI

office

Assn. of
in a district
the near
inspection
s and parts
transferred to
Philadelphia head-

r Safety

Insurance
on highway
of the larger
te. Wayne
orwich and
the plan-

the aid of
e organiza-
at will co-
ty commit-

Atmosphere of Calm Marks N.A.I.C. Convention

(CONTINUED FROM PAGE 1)

& Reynolds at Atlantic City.

It was ironic that for this convention, with so little of consequence to be acted upon, the mechanics of processing and distributing committee reports should have been worked out to perfection. In the past the fact that the net effect of the week's labors in the form of committee reports were not available sometimes until months later has been a serious infirmity. At New York an extensive stenographic service was set up. Committee chairmen were needed into dictating their reports at the earliest possible hour and then these were distributed in lots of 500, even before they came up for action. This was almost like a dry run, however, on this occasion because the committee reports for the most part were of so little consequence. For instance, the man came around with a big bundle of reports and deposited them with éclat in the press room—hot off the griddle and what it said was: "Due to the lack of a quorum, plus obvious disinterest in the activities of the committee, the meeting was adjourned and all matters on the agenda were referred to the next meeting of the committee to be held at the June, 1953 convention."

One of the greatest contrasts with sessions of recent years was the gathering of the rates and rating organizations committee. That has been the forum during recent years for threshing out the hottest issues confronting the fire and casualty fraternity and often the meetings would run well into the evening hours. There was an extensive attendance at the meeting of this committee here early Tuesday morning, but despite the fact that the agenda included such tasty morsels as package policies, where coverages are under jurisdiction of several bureaus, and term discounts and finance charges on installment premiums, there was nobody that wanted to talk at anybody on these or any other matters. Especially not to talk at commissioners that were so soon to become eligible for membership in Passe Club International, and their deputies, etc. Incidentally members of Passe Club were distinguished at the convention by having a black outline of a broad-axe pasted on their convention badges. This is a club of ex-commissioners.

Many observers felt as a matter of

fact that a good dose of such calm and cool and collected and relaxed atmosphere was all to the good. There has been developing a weariness from preoccupation with regulatory matters in the last eight years and this New York meeting may serve as a means of getting things on a more even keel. It may call attention to the fact that many of the questions that were precipitated by the S. E. U. A. decision have been disposed of and that maybe it isn't necessary to monkey with the controls so much any more. There developed here in lobby discussion agitation for elimination of several committees that have gone through the motions of meeting and that have had to be watched for possible signs of breath but that have had nothing to cope with. Prominently mentioned as good candidates for the ash can are the committees on social security and taxation and real estate.

A surprise feature was the appearance at the big luncheon Tuesday of Eric Johnston, president of Motion Pictures Assn. of America and a director of New World Life of Seattle, as the speaker of the day. He had been lined up by Charles G. Dougherty of Metropolitan Life but Mr. Dougherty had refrained from announcing him ahead of time for fear he might not be able to make it. Mr. Johnston was banquet speaker at the N. A. I. C. convention at Seattle in recent years.

Wade Martin of Louisiana, the president, distinguished himself by his skill and smooth graciousness in conducting the sessions. He is businesslike and is no one to look under stones for things to talk about. There are absent such leaders as there were of yore who could always be counted on to stir up something and get a discussion going, like Robert E. Dineen of New York, C. F. J. Harrington of Massachusetts and J. M. McCormack of Tennessee.

Vincent Impellitteri, mayor of New York, gave the welcoming talk at the first plenary session of N.A.I.C. at New York Monday morning. Speaking of the problems of his office he said he will probably be looking to Superintendent Bohlinger of New York at Albany for assistance very shortly. That perhaps indicated a program for taxation of the insurance business for the benefit of New York City is in the making.

Answering the roll call were representatives of 47 states, Hawaii, Vir-

gin Islands, Ontario and Quebec. The Virgin Islands man was Daniel Ambrose, who is territorial secretary and ex-officio insurance commissioner. He was formerly in the West Virginia department. Frank Viehmann of Indiana drew a laugh when in responding to the roll call he said, "Frank Viehmann, on his way out again." He is closing his second, non-consecutive term as Indiana commissioner. Loren Laughlin of Nebraska, another casualty, answered to the call "Loren Laughlin, the only Republican casualty buried under a Republican landslide."

Wade Martin of Louisiana, in his presidential address, announced that the N.A.I.C. committee on insurance solicitation on military bases will be meeting with Defense Department officials Friday.

He suggested that the agenda at N.A.I.C. meetings could well be reduced by sifting requests from the various states for items of a detail nature for inclusion on the agenda. Many of these, he said, can be disposed of by correspondence or by means other than convention procedure.

Bowles of Virginia as usual was named chairman of the resolutions committee.

There was a luncheon Monday following the plenary session for commissioners and ex-commissioners under the sponsorship of Passe Club International. M. S. Harrison of Little Rock as president performed in sparkling style, including the presentation in French of the Passe gavel to Wade Martin of Louisiana, the president of N.A.I.C. Leighton Foster, former Ontario superintendent and now counsel of Canadian Life Insurance Officers Assn., gave a talk in which he sandwiched in advice with humor. He made a plea for financing N.A.I.C. conventions solely by registration fees. This would lift a burden from the shoulders of local insurance people.

Howard Brace of Occidental Life, former Idaho commissioner, gave his usual witty report as executive secretary, licking his chops at the prospect of getting so many new members in the near future.

At the N.A.I.C. meeting steps were taken to form a joint subcommittee of the rates and rating organization committee and of the uniform accounting committee to take up matters bearing on the relationship of uniform accounting to rate making.

New Rules in Texas for Credit Insurance

The Texas board of commissioners has adopted a new set of rules governing credit insurance that will be effective Jan. 1.

The requirements are that premiums shall be filed and approved by the board, with a maximum premium set-up. The maximum rate for level life insurance is \$2 a year per \$100 of insurance regardless of the age of the insured. If the policy covers more or less than a year, the premium is correspondingly increased or reduced provided that a minimum of \$1 be collected on policies of \$100 or under.

The maximum rate for reducing life insurance is \$1 a year per \$100 of initial amount, regardless of age. This is subject to a minimum of 50 cents per \$100.

For loans of less than \$100, a maximum fee of 50 cents over and above the premium may be charged for writing A. & H., but no such policy fee will be allowed in connection with loans of \$100 or more.

At the option of the insurer, an A. & H. policy which provides disability benefits retroactive after the first three days of disability may also contain hospital and confinement benefits. These shall be an integral part of the policy and payable directly to the insured. The hospital benefits will be payable in addition to any other amounts promised by the policy, and shall provide for payment of \$5 per day for each day of hospital confinement. Total hospital benefits shall be limited to an amount equal to one month's total disability benefit, and the premium for it shall not exceed 1% of the total disability benefits. Policies containing hospital benefits will not be written in connection with loans of \$100 or more.

New S. F. Managers Council

San Francisco Claims Managers Council, sponsored by the National Bureau, has been organized with Al Welsh, Travelers, president; J. H. Bray, Glens Falls, vice-president; Joseph McCormick, Hardware Mutual, secretary-treasurer, and Stephen Litchfield, Jr., Liberty Mutual, and Arthur Martin, Hartford Accident, members of the board. Fifty-one companies were represented at organization meeting.

Cal. Doctors to Organize Stock Health Insurer

California Medical Society has announced its intent to organize a capital stock health insurance company under California laws to commence operations early next year. The new company will eventually succeed California Physicians Service and will include medical and hospitalization in its policies. It proposes an "average fee" schedule for doctors for each county, based on a survey of all members of the association.

Hear of Catastrophe Plan

WASHINGTON—National Board's plan for handling catastrophic losses is scheduled for discussion by Don B. Sherwood, its general adjuster, at the luncheon meeting of District of Columbia Assn. of Insurance Agents, Dec. 12.

Robert Vanderbeck, assistant manager of Eastern Underwriters Assn. is to assist in a question and answer period following the address.

Seaboard has 80¢ Dividend

Seaboard Surety has declared a year-end dividend of 80 cents. The regular quarterly rate has been 60 cents and last year there was an extra of 60 cents.

WOLVERINE INSURANCE COMPANY

WE WISH ALL OUR FRIENDS A JOYFUL
HOLIDAY SEASON AND A PROSPEROUS
NEW YEAR

BATTLE CREEK, MICHIGAN

America Fore Offers to Arbitrate Pending B. I. Cases in N.Y.C.

Hope to Relieve Delay and Backlog in Local Courts

America Fore group, in an effort to help relieve the backlog of personal injury cases in New York city courts, has offered to arbitrate BI cases pending against its policyholders in New York city. The offer has been made in news stories and in advertising in New York newspapers.

Raymond N. Caverly, vice-president in charge of claims, pointed out that all parties involved would have to agree to arbitration, which would be handled under the procedure of American Arbitration Assn., a non-profit service organization set up to administer promptly and inexpensively the arbitration of cases. The offer is limited to BI claims arising out of automobile accidents occurring in New York City. These cases when taken to court now must wait as long as three years before being called up for trial.

America Fore will assume all the charges made by American Arbitration Assn.

"It is the desire and purpose of our companies," Mr. Caverly said, "to settle all just claims brought against our policyholders promptly and fairly. Of course, we have an obligation to our policyholders and the public to resist excessive and unreasonable demands."

The offer to arbitrate, Mr. Caverly added, may set a pattern which "eventually will bring substantial relief to our over-burdened courts and more prompt disposition of disputed cases which will be of benefit to all concerned."

In its newspaper advertisement, America Fore asks anyone desiring to agree to arbitration communicate with its New York City offices at 80 Maiden Lane, or, in connection with the suits, the law firm of Caverly, Dimond, Dwyer & Lawler of New York.

Sommer Continental Casualty Vice-president

Armand Sommer, executive assistant vice-president of Continental Casualty, has been elected a vice-president.



ARMAND SOMMER

Mr. Sommer, who has been in charge of five of the nine divisions of Continental's A. & H. department, now will have his executive responsibility extended to all of the company's A. & H. operations.

Louis C. Morrell, 2nd vice-president and a director, is chief officer of the A. & H. department; he will now be assisted by Mr. Sommer as vice-president and Robert J. Glasgow, executive assistant vice-president.

Mr. Sommer, in the insurance business for almost three decades, joined Continental Casualty in 1933. The following year he was named assistant to the vice-president in charge of A. & H. underwriting.

Appointed acting manager of the intermediate A. & H. division in 1941, Mr. Sommer later was placed in full charge of that division. Last year he assumed direction of the wholesale

division as well. He was made executive assistant vice-president early this year. Last August he also was elected vice-president of the United States Life, the company in which Continental Casualty purchased the controlling stock interest this year.

Field Men Make 3-Day Inspection of Chattanooga

Tennessee Fire Prevention Assn. recently completed what was probably the largest inspection ever conducted in the south, a three-day affair at Chattanooga. The field men visited 936 risks, finding 752 defective and making 1,947 recommendations.

The inspection completed the activities in 1952 of the association, and at the January meeting the new officers will be elected. The outgoing president is Marshall T. Polk, Jr., Home.

During the Chattanooga demonstration there was an address by Mayor T. R. Olgiati, a parade, a demonstration by the association's "Fire Clowns," of which 15 minutes was broadcast over the local radio station.

N.A.I.I. Governing Board Reaffirms Opposition to Compulsory and UJF Laws

The board of governors of National Assn. of Independent Insurers, meeting at New York Monday, by unanimous vote reaffirmed their opposition not only to compulsory automobile insurance legislation but also to any form of unsatisfied judgment fund law in any state. There had been some misunderstanding on the position of N.A.I.A., and this action was taken to dispel any such misunderstanding. There were eight members of the committee present including President Robert Jamieson of Detroit Auto Club reciprocal.

Kansas City Agents Name Hawes President

P. H. Hawes of Speed Warner, Inc., was elected president of Insurance Agents Assn. of Kansas City at its annual meeting. He succeeds Robert A. Braddock of R. B. Jones & Sons. Frank


McGee of Thos. McGee & Sons was elected vice-president and Robert H. Oppenheimer of Oppenheimer Bros., treasurer. Elected to the executive committee for two-year terms were Mr. McGee and Fred V. Griffith, Jr., of W. B. Johnson & Co.

As treasurer, Mr. Oppenheimer succeeds Fred V. Griffith, Sr., of W. B. Johnson & Co., who this year winds up 30 years of service to the Kansas City association. He served as treasurer all during that period, and also was president for two terms in 1938 and 1939.

He was introduced at the meeting by Cliff C. Jones of R. B. Jones & Sons, who has long been active in association affairs, and is former president of National Assn. of Insurance Agents. On behalf of the association, Mr. Jones presented Mr. Griffith an engraved silver platter.

The Kansas City group announced its plans to promote membership in the Missouri association during 1953, and revised dues upward in all classes to keep pace with the growth in activities.

John M. Nuckols, the association's executive secretary, rounded out his 10th year in that post.



INTIMACY

should breed attempt

You get close to your clients
as general insurance men.

PERIODIC RENEWALS • REGULAR SURVEYS
OCCASIONAL CLAIMS • ALL HELP MAKE
YOU "MY INSURANCE MAN"

Could anything be more natural than for you
to see that life insurance . . .
business and personal . . . is in order
for living and dying?

We know the advantages to you
and your clients. For we have worked with
general insurance agencies for forty
years. Want our whole story?

Permanent


Group

Group

Permanent

Continental Assurance Company

310 S. Michigan Ave., Chicago 4

Associates  Continental Casualty Company • Transportation Insurance Company
United States Life Insurance Company

P. S. Continental has no "double standards."
You get same deal, same contracts, as "regulars."

CHANGES IN CASUALTY FIELD

Hibler Boston Manager; J.L. Whitlock to Retire

Harold E. Hibler of Detroit has been appointed manager at Boston of Century Indemnity, succeeding J. Lawton Whitlock who will retire to the reserve force Dec. 31 after 26 years as resident manager at Boston.

Mr. Hibler attended Dickinson College. He entered insurance in 1925 and served as claims investigator and adjuster for various companies, joining Century in 1941 as field manager for Minnesota. Later he was transferred to Detroit as special agent and in 1945 was made manager at Detroit.

Mr. Whitlock graduated from Harvard in 1908 with a degree in mining engineering. He worked on the Pacific Coast area as a mining engineer. In 1912 he joined Travelers and returned to Boston as acting manager. He remained there until he joined Century in 1926. He has been a director of Massachusetts Safety Council, chairman of the executive committee and president of Insurance Federation of Massachusetts, on that governing board of Massachusetts Rating & Inspection Bureau and director of Insurance Society of Massachusetts.

Fidelity & Deposit Names Hart St. Louis Manager

Charles M. Hart, Jr., formerly manager at Greensboro, N. C., of Fidelity & Deposit, has been made manager at St. Louis, under Resident Vice-President James R. Searles.

George R. Schoen, formerly assistant manager at St. Louis, and Wilfred A.

Kuennen, formerly supervisor of underwriting, have been promoted to associate manager and assistant manager respectively.

Travelers Names Washburn Manager at Bridgeport

Richard T. Washburn who has been assistant manager of casualty, fidelity and surety at New Haven for Travelers, has been promoted to manager at Bridgeport to succeed John E. Furey, who retired after 29 years with the company.



Richard T. Washburn

Mr. Washburn joined the casualty claim audit department at the home office in 1939, leaving in 1941 to serve in the marine corps. He returned to the home office training school in 1946 and was appointed a field supervisor of casualty, fidelity and surety, subsequently being sent to Worcester and later New Haven, becoming assistant manager there in 1951.

Mr. Furey went with Travelers in 1923 as a counterman and field supervisor at Reading and has been with the company since that time.

Brown Promotion Director

Tom Brown of Des Moines has been appointed promotion director for the Iowa Farm Bureau companies. He for-

merly was advertising counselor for the Des Moines Register & Tribune.

Frank H. Bragg, Plate Glass Specialist, to Retire

Frank H. Bragg, plate glass division director of Assn. of Casualty & Surety Companies, will retire Jan. 1. He joined the association in 1941, after 32 years in plate glass claims and underwriting. He entered insurance in 1909 with New Jersey Fidelity & Plate Glass and in 1919 joined the glass department of Globe Indemnity. A year later he was appointed assistant superintendent of that department, becoming superintendent in 1923. In 1936 he was appointed superintendent of the combined glass underwriting and claims department of Eagle-Globe-Royal Indemnity. He served as a member of the glass rating committee of National Bureau of Casualty Underwriters and for five consecutive terms was chairman of the plate glass supervising committee of New York Plate Glass Service Bureau.

While Mr. Bragg will be under full retirement status, he will continue to serve as a special consultant to the association's glass plate division.

American Mutual Liability Appoints 3 to New Posts

American Mutual Liability has appointed Fred G. Smethurst assistant to the manager engineering department. He replaces Warren D. Campbell, who recently retired after 32 years with the company.

Mr. Smethurst joined the company in 1941 at Newark as construction specialist. He was transferred to Jersey City and in 1946 was named to the engineering staff of the eastern division office at New York City, going to the home office in 1948.

Robert A. Trembly was appointed regional sales manager at Detroit and Carleton B. Jenkins resident sales representative at Cincinnati. Mr. Trembly joined American Mutual in 1947 at Chicago. He was appointed Rockford branch sales manager in 1952. Mr. Jenkins has a 12-year insurance background having served in a managerial capacity with another company as well as conducting his own agency.

shown the families and the TV viewers.

The telecast is an extension of the "Mutual of Omaha Calling" Christmas day radio broadcast, which will be continued for the third year over the 520 stations of the Mutual Broadcasting System.

President V. J. Skutt of Mutual Benefit will appear on both radio and television shows to extend Christmas greetings to agents, policyholders and the public.

Refuses Review of Newspaper Accident Policy Case in Ohio

Ohio supreme court, in refusing to admit a Cincinnati case for review, held in effect that irregular payment of premiums on accident insurance policies held by newspaper subscribers would not invalidate the policies.

The action was instituted by Claude Martin against the National Casualty as underwriters for insurance offered to subscribers of the Cincinnati Enquirer. Martin held a \$1,500 policy on his wife, who was killed Oct. 6, 1950. Collections of the premium were made at the same time as Martin paid on his subscription, but were irregular. Shortly before his wife's death, Martin paid up an arrearage in premiums due, and the Hamilton county common pleas court, in awarding a \$1,725 verdict, held that any cancellation of such insurance can only be by written notice. The appeals court affirmed this position.

Federal L. & C. Promotions

Federal Life & Casualty has promoted J. A. Cairns to vice-president in charge of claims and A. F. Reinhard to secretary.

Mr. Cairns has been with the company for the past year as superintendent of the claim department. He is a fellow of Life Office Management Assn.

Mr. Reinhard joined the company 10 years ago as auditor. The past two years he has been manager of the investment department and will continue that work.

Phoenix Veterans Elect

The Chicago Chapter of Phoenix of London "Quarter Century Club" has elected Miss Florence C. Healy as secretary and president. The election took place at the annual dinner of the group.

GUARDIAN

offers AN UNUSUALLY WIDE VARIETY

OF ATTRACTIVE PERSONAL PROTECTION PLANS,

INCLUDING—• Two low cost Preferred Risk policies.

- Very low premium Term contracts, running for 5, 10, 15 and 20 years, and to age 70.
- A \$10 per \$1,000 disability income provision.
- Participating accident and health.

General insurance brokers and surplus writers are cordially invited to call the nearest Guardian manager for full details, or write to the home office.



LIFE - ACCIDENT AND HEALTH

The **GUARDIAN**
Life Insurance Company
OF AMERICA

FIFTY UNION SQUARE NEW YORK 3, N. Y.

ACCIDENT

Woodward Gets Chicago A. & H. Post of Loyalty Group

Charles E. Woodward is being transferred by Loyalty group to the western department at Chicago as superintendent of the A. & H. department to succeed Roy W. Holland, who has gone with Security Mutual Life. Mr. Woodward has been special A. & H. representative at Kansas City for Loyalty group.

Mutual Benefit Plans TV Special for Christmas

Mutual Benefit H.&A. will sponsor a nationwide television program Christmas afternoon over NBC-TV uniting servicemen around the world with their families at home by transoceanic telephone.

Viewers will see and hear mothers, fathers, sweethearts, wives and children talking with military men in Korea, Japan, Germany, and Greenland. Special emphasis will be placed on making contact with hospitalized veterans of the Korean fighting. Movies of the service men actually performing their overseas duties will be

REINSURANCE

All forms for Casualty and Fire Companies

EXCESS & SPECIALTY COVERS

for Brokers and Agents

EXCESS UNDERWRITERS, INC.

Representing

Domestic & Foreign Carriers

90 John Street, New York, N. Y.

454 Montgomery St., San Francisco, Calif.

Insurance Exchange Bldg., Chicago, Ill.

lende
the l
to pa
above
and i
witho
that
he re

He
sore
naugh
many
"loan
credit
rado
\$53,00
credit
\$1,095
Mr.
the A
until
compa
rower
500%.

Mr.
to use
in arr
basis
Life is
40.

E. K
the m
brough
billion
life in
years
lion in
\$9 pre
der N
\$4.40
on 4 n

Unde
tinguis
commi
the de
rected.
has no

Mr.
should
Mr. W
ficult.

For in
an acc
base a
2,000%
per mo
The or
data w
Mr.
experie
would
dential
Mr. W
accoun
the mo
50%.

Albe
of Am
should
would
the life
that p
Any re
the len
what th
Mr. I
of Mian
plus in
less tha
compul
are abu
be root
a fair

E. J.
is the
surance
Mr. Bu
duced
pilot b
decreas
Then,
survey
borrowe
said the
were o
larly in
Berns

Credit Life, A. & H. Practices Challenged at NAIC Hearing

(CONTINUED FROM PAGE 19)

lender makes it mandatory; again that the lender uses the sale of insurance to pack additional charges over and above the actual insurance premiums, and inclusion of a charge for insurance without the knowledge of the borrower that he is buying such insurance until he receives his schedule of payments.

He said that Denver is a particularly sore spot. Later Commissioner Kavanaugh of Colorado said he has had many complaints on the activities of "loan racketeers." In 1951, he said the credit life premiums written in Colorado were \$319,000 and the losses \$53,000 for a ratio of but 16.89. On credit A. & H. the parallel figures were \$1,095,000, \$329,000, 30.9%.

Mr. Cheek said in North Carolina the A. & H. loss ratio was very low until the department required the companies to mail policies to the borrower. Then the ratio jumped about 500%.

Mr. Hollenbeck said it is important to use the earned premium experience in arriving at results. On an earned basis the credit life loss ratio of Credit Life is about 30 and the A. & H. about 40.

E. B. Whittaker of Prudential said the mortality experience needs to be brought out. Prudential has about \$2 billion \$200 million of group creditor life insurance in force. In the last five years it has handled about \$30½ million in claims. The loss ratio on the \$9 premium which is the minimum under New York law has been 48% or \$4.40 per thousand. There is coverage on 4 million persons.

Under credit life insurance as distinguished from creditor group the commission payments run about twice the death claims. That should be corrected. The group business, he said, has nothing to be ashamed of.

Mr. Cheek asked whether there should be a statutory maximum rate. Mr. Whittaker said that would be difficult. Unusual situations may arise. For instance during the war there was an account in the vicinity of an air base and the mortality went up to 2,000%. The minimum rate is 75 cents per month on the outstanding balance. The only time Prudential got any age data was during the war.

Mr. Hollenbeck contended that the experience on the smaller accounts would run higher than what the Prudential experience indicates. To this Mr. Whittaker said Pru has 450 small accounts and over the past five years the mortality on these has been but 50%.

Albert Pike of Life Insurance Assn. of America said the commissioners should do nothing in this sphere that would introduce rate regulation into the life insurance business of the kind that prevails in property insurance. Any regulation should deal with what the lender charges the borrower, not what the insurer gets from the licensee.

Mr. Buck of American Bankers Life of Miami said in Texas there are loans plus insurance at a combined rate of less than the H. F. C. scale and without compulsion. Fringe operators, he said, are abusing the facility and they should be rooted out. Insurance should be at a fair rate and non-compulsory.

E. J. Dirksen of Illinois asked what is the percentage of those taking insurance where it is not compulsory. Mr. Buck said Family Finance introduced credit life in Philadelphia on a pilot basis at a rate of 1% a month on decreasing term or 2% on level term. Then, through an outside agency, a survey was made, in which 85% of the borrowers that bought the insurance said they still wanted it and only 3% were opposed. Women were particularly interested in the protection.

Bernard Stone, former Nebraska

commissioner, appearing "pro bono publico," told of an insurance company providing credit life insurance on a retrospective basis with the lender handling the losses, that inquired of a loan shark why there were no losses. The reply was that there had been no losses and there weren't going to be any. The commissions, he contended, are too high. On the retrospective basis some run up to 80%. The retrospective plan, he said, is at the bottom of the trouble.

Ralph Alexander, Pennsylvania deputy, said this business carries a rate twice that of the group tariff and 50% commission. The benefits of economical group operation are obtained but there is no reflection of that in the rate. He said he is amazed that the organized agents haven't gotten indignant. In Pennsylvania credit insurance is now being handled by merchants and he said if merchants can sell such insurance what is to prevent them from selling any kind.

John Tilton, Florida attorney, contended that competition will take care of the rate problem.

Aspects of Health Care Treated at NAIC Meeting

(CONTINUED FROM PAGE 19)

and drugs were at 155 and physicians' fees 145.2. The "bad actor" was hospital room rates at 260.7. This was due in large part to the shift to the eight-hour day for nurses. However, he emphasized that the average stay in the hospital has been cut radically.

The \$9 billion medical payment expenditures in 1951 was 4.3% of consumer expenditures and that compares with 4.2% in 1935-39. The physicians' percentage has gone down while that of the hospitals has gone up. In a 1949 study it was shown that the income of doctors had gone up to 108% which was exactly the amount of increase of his patients' income. The improvement in the doctors' income is due solely to the volume of his practice—to the big increase in his output.

Dr. Heyd made a plea against ever introducing a regulated fee schedule for doctors. He said the price of that would be a diminution of service. The doctors are able to serve at a lower per unit cost today because of urban concentration, improved transportation, increase in population, improvement in medical and surgical procedure and development accessories.

Michigan C.P.C.U. Elects

The Michigan C.P.C.U. chapter has elected: as president Frank J. Jossinger, vice-president of Byrnes-McCaffrey, Detroit; vice-president, Donald A. Lindow, assistant secretary of Michigan Mutual Liability; secretary, Ella R. Lyons, E.B. Lyons agency; directors, Paul J. Trout, Employers' group, and Maurice J. Pierce, Standard Accident.

It was reported that 140 are enrolled in C.P.C.U. preparatory classes sponsored by the chapter in cooperation with the University of Michigan extension service.

San Antonio Claim Men Elect

San Antonio Claim Men's Assn. at the annual meeting elected Arthur R. Creager, Royal-Liverpool group, as president; Charles A. Weeber, Loyalty group, first vice-president; W. H. Greathouse, Greathouse-Byrnes Adjusting Co., second vice-president, and Donald D. King, Lumbermen's Mutual Casualty, secretary-treasurer. New officers will take over at the Jan. 5 meeting.

The claim association now has 140 members, and 76 were on hand for the election.

URGES INSURANCE MEN TAKE "COMMON OBJECTIVE" VIEW

Mounting casualty loss ratios and rising rates call for abandonment by the industry of inter-operational jealousies, Victor T. Ehre, resident secretary of Lumbermen's Mutual Casualty, general chairman of the anniversary charity ball of Insurance Square Club, said at the Square Club party at New York. Some 2,000 insurance men attended.

"These are difficult times for many of us in the insurance business," Mr. Ehre stated. Pointing out that recent losses have weakened insurers and imposed producing and marketing problems, Mr. Ehre said: "Rising rates have created adverse public relations for the entire industry. The combination of the two has brought an imposition of increased government supervision, regulation, intervention and control. Now if ever the insurance business needs a strong, unified and friendly front. Not all of our troubles are traceable to technical phases of our business but surely many of our greatest problems stem from inter-operational prides and jealousies. We place

too much emphasis upon whether we are agents or brokers—companies or producers—adjusters or appraisers—stock or mutual—or what have you. Too seldom do we think in terms of all being on the same team—all having a common objective—that we are all part of a very prominent American industry."

Lyle Adjustment Co. Shifts

Lyle Adjustment Co., Phoenix, Ariz., has appointed Jack E. Rankin manager of newly created Phoenix branch office. Until recently he was Arizona claims manager for the St. Paul group, leaving them to enter private business.

W. L. Mercer has been advanced to assistant general manager and will supervise the activities of all seven Arizona offices.

Esle Morrison, for 11 years with Zener Adjustment Co. at Albuquerque, has been appointed assistant general manager and branch office supervisor for northern New Mexico.

Ernest Rupp, son of G. F. Rupp, Hays, Kan., local agent for 15 years, has purchased his father's agency.



Good Will....

is the gleam of hope
to a world in disorder.

At Christmas Time..

we wish you happiness
and

'In the New Year....

we pray for peace.



DEATHS

(CONTINUED FROM PAGE 17)

dent and became sales manager of the company. Early this year Mr. Place was transferred to California as president of Allied Associated Agency, Inc., and vice-president of American Mutual.

BERT A. HEDGES, Kansas manager of Business Men's Assurance with headquarters at Wichita, one of the most prominent participants in the affairs of agents' organizations in the life and A. & H. field, died Dec. 8 at Wichita Wesley hospital after an illness of several weeks. Mr. Hedges' health for the past two or three years has been poor, but he continued without letup to be one of the spark plugs in agency affairs, last June being elected a vice-president of International Assn. of A. & H. Underwriters.

Mr. Hedges joined the home office of B.M.A. as director of field service and sales training in 1929. Three years

later he moved to Wichita and became state manager for Kansas. He has always had an outstanding record as a personal producer and as a recruiter and trainer of salesmen. His agency has been consistently one of the leading offices of B.M.A. He entered insurance as an agent for Equitable Life of Iowa.

At the annual convention of International Assn. of A. & H. Underwriters last June, Mr. Hedges was presented the Harold R. Gordon Memorial Award as "Man of the Year" in A. & H. insurance. He was also elected a vice-president of the association and a member of the executive board. With N.A.L.U., Mr. Hedges was chairman of the general agents and managers committee, and chairman of the subcommittee on A. & H. education. He formed and was the first president of the Kansas Assn. of A. & H. Underwriters. He made it a policy that every member of his agency joined the field organizations. He regularly attended agency association meetings and was a leader in discussions and promotion of association work.

Mr. Hedges was a leader in sales training. He was the author of two

books on insurance selling and a number of articles on this subject. He was chairman of the disability sales course of the A. & H. association and was largely responsible for preparing the textbooks, the outlines for instructors and the general plan of the course, and he is credited with the success DISC has had.

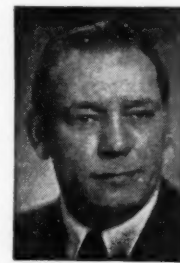
In civic affairs, Mr. Hedges served two terms as president of the Wichita University Club and in 1945 was national president of the War Dads. He was also chairman of the Kansas state commission for the United Nations Educational, Scientific and Cultural Organization.

Although warned by his doctors that his health was seriously impaired, Mr. Hedges did not diminish his activities. He remained on a full schedule both with his agency and in his outside interests.

J. B. ROBERTSON, former president of Employers Reinsurance and more recently a vice-president and consultant with Merchants Mutual Casualty of Buffalo, died Monday at Buffalo.

Mr. Robertson became president of Employers Reinsurance in 1943 after 21

WILLIAM W. HAMILTON, manager of the Chicago Board and executive manager of Illinois Assn. of Insurance Agents, died early Tuesday morning in his room at the Roosevelt hotel in New York while attending the National Assn. of Insurance Commissioners convention, where he reportedly had gone against medical advice. Mr. Hamilton, who was a strong possibility



William W. Hamilton

for consideration as Illinois commissioner, had been with Thor Wanless, Springfield (Ill.) attorney, Monday evening and Mr. Wanless was with him when he died.

Mr. Hamilton had been associated with the Chicago Board for nearly 25 years. Starting in the investigation department under the then manager, Ernest Palmer, he was made manager in 1944, having served as acting manager for several years prior thereto. He is a native Kentuckian, born at Clinton Mar. 14, 1906. He began the study of law at Emory University at Atlanta. Going to Chicago in 1928, he attended night classes and graduated with honors from Chicago Kent College of Law two years later. He was admitted to the Illinois bar in 1930 and in 1931 was awarded a scholarship and secured his masters degree in law.

Mr. Hamilton was appointed as executive manager of the Illinois Assn. of Insurance Agents in 1947 and through the years handled his dual post decisively and efficiently and was responsible for many valuable contributions to the continuing success of both organizations.

He was active in the insurance group of the Union League Club, Chicago.

CARL ROGERS, veteran partner of the Critchell-Miller agency of Chicago, who died at his home at Park Ridge, Ill., at the age of 77, had been confined to his home by illness since last April. He became afflicted shortly after returning from a southern vacation. For a number of years he was a member of a group that went to the Mississippi gulf coast for a winter stay, the group including A. F. Powrie, retired western manager of Fire Association.

Mr. Rogers started with one of the insurance offices that subsequently emerged into the present Critchell-Miller agency, some 55 years ago. He started out for the firm of Moore & Janes, and he was particularly fond of John Janes, who was one of the big men in the city in his day. Then he went with the old firm of Granger Smith & Miller, which became afterwards Smith, Miller & Whitney and he remained when they amalgamated with the Critchell office. For a great many years he had been in charge of what was called the brokerage business. His work was mainly on the inside and he was regarded as an exceptionally skillful insurance man. He kept in close liaison with the company people.

FRANK F. DESPARD, 73, president of Commercial Travelers of Utica, died there. He had headed the company since 1943.

JAMES S. WHITEHEAD, 73, local agent at Wilson, N. C., for 50 years, died of a heart attack.

Charles G. Tachau, president of Louisville Fire & Marine, has been presented an achievement award for outstanding work for the Negro race. Some time ago he came to the rescue of Louisville Red Cross Hospital, a Negro institution, and was responsible for raising funds when it was in financial difficulties. He has also employed several Negro clerks in his office.



Professionals are Pikers!

There is one field in which amateurs outperform professionals. That is in the field of CRIME. Accountants estimate that employees today steal five times as much loot in cash and merchandise as do professional criminals! In the banking field, the story of embezzlements has been little short of sensational in past months. These are pretty conclusive reasons why Fidelity Bonds are a necessity for every commercial and financial institution. American Casualty's 3-D Policy offers the ideal way to combine both Fidelity and other essential crime insurance, including the very important Merchandise Theft coverage. If you haven't a copy of our 3-D Sales Kit, we'll gladly send it.



American Casualty
COMPANY
READING • PENNSYLVANIA

Fire Affiliate: American Aviation & General Insurance Company

1902 • FIFTIETH ANNIVERSARY • 1952



J. B. ROBERTSON

years with the company. He graduated from Kansas university and completed a law course at Northwestern university in 1917.

In January of this year, Mr. Robertson resigned as president of Employers after 35 years with the organization.

Mr. Robertson's association with Employers began when he was a member of the law firm that handled legal matters for the company. He joined Employers as an attorney and later became general counsel. He was elected vice-president before succeeding to the presidency. He was instrumental in the 1930's in introducing the sliding scale commission to the casualty reinsurance field, and this basis of accepting reinsurance designed for reserve purposes was of help to many companies at that time. When financial responsibility laws were first being introduced and not all of the companies were licensed in every state where such laws were in effect, he developed a plan for qualifying risks in those states where the direct writing company had not applied for a license.

DAVID LAING, 35, president of Wolverine Mutual Auto and a prominent attorney at Dowagiac, Mich., died there.

THOMAS C. MILLEA, manager of the casualty division eastern department of General Adjustment Bureau, died in Rockville Centre, N.Y. He had been with Preferred Accident for nearly 18 years, the latter part of this time as managing attorney of the legal department and assistant to the general counsel. He joined General Adjustment Bureau in 1947. Mr. Millea attended Fordham University and Brooklyn law school.

ON, man-
nd execu-
ager of Il-
sn. of In-
Agents,
ly Tues-
ing in his
he Roose-
l in New
le attend-
National
Insurance
ssioners
on, where
tedly had
nst medi-
ice. Mr.
, who was
possibility
commis-
Wanless,
Monday
with him

associated
nearly 25
gation de-
manager,
manager
ing man-
r thereto.
born at
egan the
versity at
1928, he
graduated
Kent Col-
He was
in 1930
scholarship
ee in law.
ed as ex-
ois Assn.
1947 and
his dual
and was
le contri-
uccess of

nce group
Chicago.

partner
y of Chi-
e at Park
had been
ness since
ed shortly
ern vaca-
he was a
nt to the
a winter
F. Powrie,
Fire Asso-

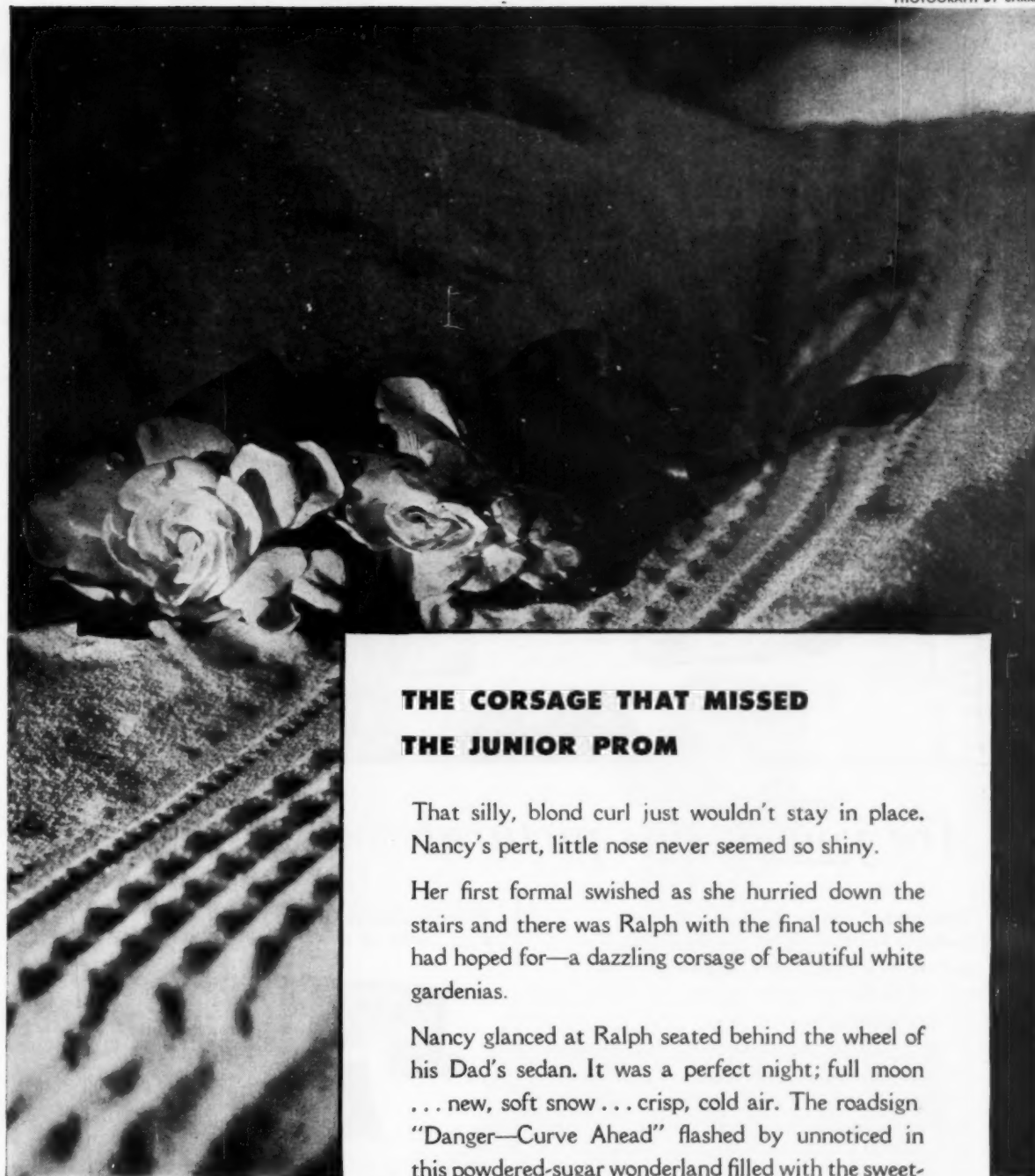
me of the
sequently
Crittchell-
s ago. He
Moore &
arly fond
of the big
Then he
Granger
me after-
ey and he
algamated
or a great
charge of
rage busi-
on the in-
as an ex-
e man. He
company

president
Jtica, died
company

cal agent at
of a heart

resident of
has been
award for
egro race.
the rescue
ospital, a
esponsible
t was in
also em-
ks in his

PHOTOGRAPH BY SARRA



THE CORSAGE THAT MISSED THE JUNIOR PROM

That silly, blond curl just wouldn't stay in place.
Nancy's pert, little nose never seemed so shiny.

Her first formal swished as she hurried down the
stairs and there was Ralph with the final touch she
had hoped for—a dazzling corsage of beautiful white
gardenias.

Nancy glanced at Ralph seated behind the wheel of
his Dad's sedan. It was a perfect night; full moon
... new, soft snow ... crisp, cold air. The road sign
"Danger—Curve Ahead" flashed by unnoticed in
this powdered-sugar wonderland filled with the sweet-
ness of white gardenias.

In a split second, the spell was broken by the shriek
of brakes, a scream of terror, the agonizing crash
of glass.

In the snow by the side of the road, a gardenia
corsage had lost its sweet fragrance.

To help you become "Mr. Safety"
in your community, we have prepared
a kit of materials based on this message
to young drivers. Sell prevention as
well as protection; write for Safety Kit
"D." American-Associated Insurance
Companies, Saint Louis 2, Missouri.

YOUR INSURANCE AGENT—

Mighty Good Man to Know

WHAT'S YOUR big interest—business? ... your home? ... your town? Well this is for sure—and for free—your life will be a lot more pleasant if you get real friendly with your home town Home Insurance agent. As long as you carry insurance, you are entitled to the specialized services he can give you—but it's up to you to take advantage of them. Suggestion: call your insurance man soon—ask him what he'd like to do for you!



Good Neighbor Policy!
How long since you've had a neighborly chat with your insurance agent or broker? You know, the better he understands your needs and problems, the more he can do for you. You'll find that he can be one of your best friends.

It's Your Town—
is it protected? Many a town has benefited by having a complete survey of municipal insurance coverages—a job best done through



Are you in this picture?

You are if you're a Home agent or broker. For the advertisement above is a picture—in words and illustrations—of a typical Home producer and the job he does in his community.

A big picture? You bet—and a big audience. 19 million readers of national magazines will see this advertisement. They're more than just readers though, these 19 million. They're *policyholders* and *prospects*. The purpose of this campaign is to put you closer to *both*.

☆ THE HOME ☆ *Insurance Company*

Home Office: 59 Maiden Lane, New York 8, N. Y.
FIRE • AUTOMOBILE • MARINE

THE HOME INDEMNITY COMPANY
Casualty Insurance • Fidelity and Surety Bonds

THIS ADVERTISEMENT
WILL APPEAR IN



JAN 12



JAN



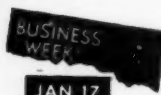
JAN 21



JAN 30



JAN 19



JAN 17

